Vol. VIII, No. 5 66 May, 1932

SOAP

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Insecticide & Disinfectant Section

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Insecticide & Disinfectant Section **Production Section**

Volume VIII May, 1932 Number 5

«

INSECTICIDE and Disinfectant Section, which is included as a department of every issue of SOAP, begins on page 79. Oil, Fat & Soap Production Section begins on page 65. These sections contain news, articles and editorial opinion of particular interest to their respective industries.

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Ira P. MacNair Grant A. Dorland

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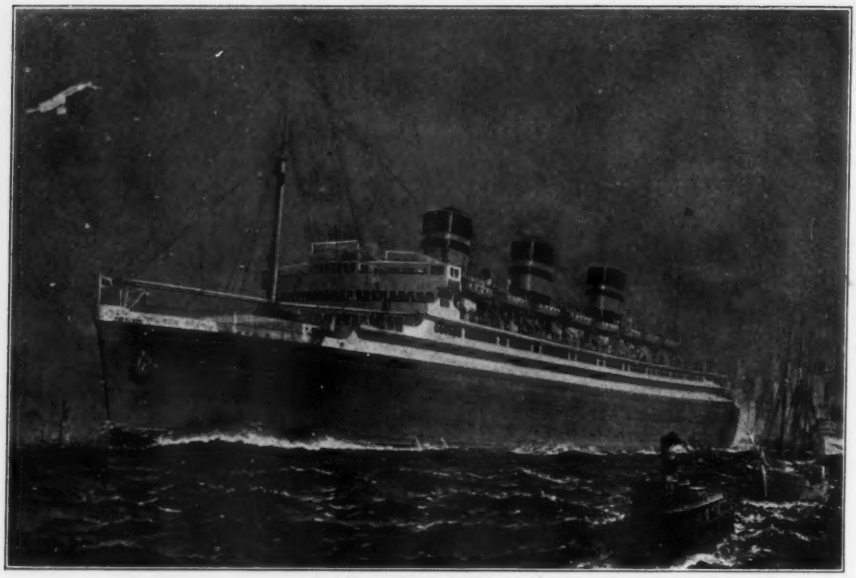

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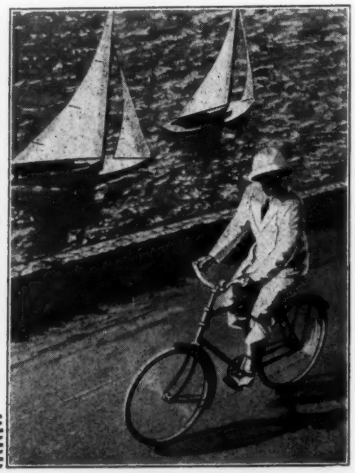

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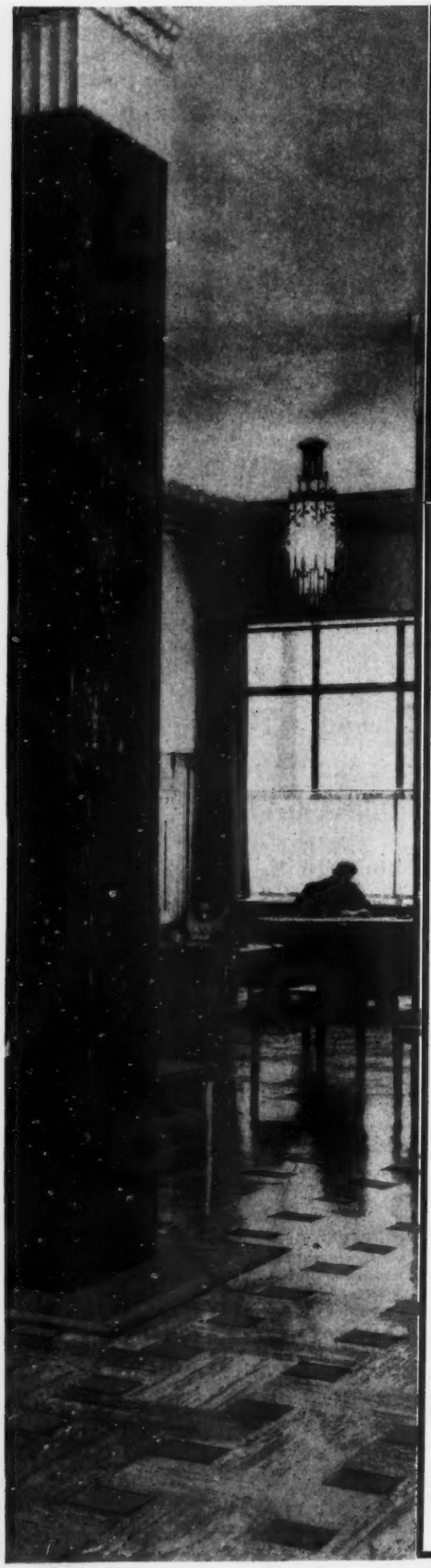

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SOAP

VOLUME EIGHT NUMBER FIVE

Soap Tax Eliminated

THE proposed tax of ten per cent on toilet soaps which was placed in the Revenue Bill by the House of Representatives, was eliminated on April 28 by the Senate Finance Committee after a strenuous fight against the tax by members of the Association of American Soap and Glycerine Producers. That toilet soaps were included in the original bill of the House, along with furs, radios, automobiles, perfumes, and other luxuries, is believed to have been a mistake in the first place. Opinion apparently prevailed in the House that it got in by accident and not by intent of any members. Nevertheless, the well-organized and effective fight by soap interests made sure of its being cut out by the Senate Committee. There is every reason to believe that it will remain out in the final passage of the bill as there is not a semblance of an excuse to tax an everyday necessity such as toilet soap in the type of bill being written.

—o—

Figures of American industries covering employment and payrolls, issued by the Bureau of Labor Statistics for March, showed the soap industry at 96.8 per cent for employment and 89.4 per cent in payroll totals compared with the figures of 1926 which are taken as one hundred per cent. This compares with an index of general American industry of 64.5 per cent employment and 48.2 per cent payroll totals. In spite of other troubles of the moment, these are figures for which soap makers have reason to be thankful.

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The Castile Soap Decision

A CEASE and desist order issued in 1928 by the Federal Trade Commission against James S. Kirk and Company for use of the term "castile soap" on soaps not made wholly of olive oil, has been reversed in favor of the soap company by the United States Circuit Court of Appeals. The Court holds in its decision that the terms "olive" and "olive oil" as applied to soap are not synonymous with the term "castile soap." Permission is given the Commission in the decision, if it shall so desire, to amend its original complaint in such manner as to include the terms "olive" and "olive oil" as used in connection with soaps containing less than one hundred per cent olive oil, and in such case, to permit further evidence to be taken if either party desires to do so.

After ten years of litigation with a record so voluminous that it would almost make up a library in itself, out of the testimony of hundreds and hundreds of wit-

nesses, much of which was mere twaddle, and out of a maze of almost hopelessly involved and conflicting evidence, a high court has issued a decision that castile soap is not of necessity an olive oil soap. As to the testimony of laymen, the Court sweeps it aside with the words " . . . . the laity knows very little and cares less as to the constituent elements of any soap." The Court apparently leaned heavily on the views of the Bureau of Standards as expressed in Circular No. 62, issued in 1923, which said in part: " . . . . now, when made from olive oil, it is invariably sold as olive-oil castile. There are soaps made entirely from coconut oil which are sold as coconut castiles or hard water castiles. Many other castiles are made from a mixture of coconut oil and tallow." The Court indicated that over a period of years, soap manufacturers had aimed to confuse and change the original meaning of the term "castile soap" and that they had succeeded in so doing.

As far as the soap trade is concerned, we believe that majority expert opinion will still support the contention that castile soap is a soap whose fatty ingredient is not of necessity solely olive oil, but whose *chief* ingredient is olive oil or olive foots. As for the opinion of the laity, there can be no intelligent opinion, because as the Court pointed out and fact substantiates, ... "the laity knows very little and cares less as to the constituent elements of any soap." Therefore, the public does not expect one thing and get another when it buys the various modified castile soaps. On this basis there is no deceit or unfair trade practice, and the decision of the Court is in keeping with the basic facts behind the case. We believe, however, that although this case has dragged on for nearly ten years, we have not heard the last word of the controversy yet.

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An Award For Service

FOR accomplishments during 1931 considered most valuable to the public, to its own industry, and to industry at large, the American Paint and Varnish Manufacturers' Association was selected recently by a rather distinguished jury, headed by Secretary of Commerce Robert P. Lamont, as winner of the annual award of the American Trade Association Executives. The accomplishment which won the award was the successful operation during 1931 of an unfair competition bureau which had been established several years earlier.

Protection of its industry and the users of its products by a trade association against unethical and unfair practices by means of a plan which over several years proved to be practical and workable, is certainly to be commended. This association has taken a great stride forward in a genuine house-cleaning effort within the ranks of its industry. We are gratified to note also that first on the list of four associations receiving honorable mention for their work in 1931 was the Association of American Soap and Glycerine Producers for its establishment and operation of Cleanliness Institute.

—o—

If Soap Bites,—That's News!

STRANGE it is how queer and unusual happenings will find their way into the news and attract attention far and wide. Witness the case of a St. Louis alderman visiting at the plant of a mid-west soap manufacturer recently. While looking into a kettle of boiling soap, he sneezed and blew his false teeth into the boil, reports state. A reward has been posted for the person who buys the bar of soap, finds the teeth, and returns them to the soap plant.

For some unaccountable reason, false teeth represent a magic wand for breaking into the news. If Mr. Alderman had lost his watch, his hat, his specs, or even his toupee in the boiling kettle, nobody outside of the plant would ever have heard of his misfortune. But, his false teeth,—that's different,—that's news in America, and the wires carried the story to all parts of the country.

A reward for the return of the teeth may bring them back. Of course, they should be found,—if found at all,—in a bar of laundry soap. We hate to think of their having been squashed between the rolls of a toilet soap mill. Or, even worse, suppose they bobbed up in perfect condition encased in a cake of milled soap.

The Case of Castile Soap

United States Circuit Court of Appeals Holds That Castile Soap and Olive Oil Are Not Synonymous

ACCORDING to the decision of a United States Circuit Court of Appeals, the term "castile soap" is not synonymous with the terms "olive" or "olive oil" as applied to soap. Inasmuch as the terms are not synonymous, it appears that castile soap does not have to be made from olive oil in order to be castile soap. Furthermore, judging from the same decision, the general public knows little or nothing about the constituents of soap, and cares less, and accordingly does not expect to get a soap made wholly of olive oil when it asks for castile soap. From this, it may be judged that manufacturers who make and sell as castile soap, soaps made from oils or fats other than olive oil, are not engaging in unfair competition.

This is the substance of the decision of the United States Circuit Court of Appeals in the famous castile soap case of the Federal Trade Commission against James S. Kirk & Co., and the Procter & Gamble Co. which now owns the former company. A cease and desist order of the Commission issued against Kirk in 1928 is ordered reversed. At the same time, the Court gives permission to the Commission if it shall so desire, to amend its original complaint in such a manner as to include the terms "olive" and "olive oil" as used in connection with soaps containing less than 100 per cent olive oil, and in such case, to permit further testimony to be taken if either party so desires.

The original complaint of the Federal Trade Commission against James S. Kirk & Co., dates back about ten years. Subsequent to the complaint against this company, several other prominent soap manufacturers producing various types of soaps labelled castile and not made wholly from olive oil, were served with complaints. Numerous hearings have been held in all parts of the country and hundreds of witnesses have been heard. At the termination of collecting evidence, the Commission issued its cease and desist order in 1928.

The order of the Commission was based on their contention that castile soap should be made exclusively of "pure olive oil" as the fatty ingredient and that the use of other oils or fats in a castile soap gave the manufacturers an unfair advantage, owing to the higher cost of olive oil, over their competitors, which comprised unfair competition. They furthermore stated and attempted to prove with witnesses that the average layman "expected" to receive a soap made from pure olive oil only when castile soap was asked for.

In the decision, the Court quoted from a circular of the Bureau of Standards, issued in 1923, which held that soaps made from coconut oil or tallow, or both, might be classed as a castile soap. The Court also pointed out that the original meaning of the term had changed over a period of years and that the change had been due to efforts of manufacturers to bring this about.

The decision stated in part:

THE Commission's complaint which was filed January 9, 1924, alleges that petitioner is in competition with others in the manufacture and sale of soap in interstate commerce; that among its competitors are a number who manufacture or import castile soap from various countries; that genuine castile soap took its name from the province of Castile, Spain; that it is a hard soap, the oil ingredient of which always has been, and now is, olive oil exclusively, that because of the qualities of olive oil as a soap material, and for other reasons, it is considered by the trade and the public generally as an excellent soap, free from substances harmful to the skin or delicate fabrics; that by the medical profession and drug trade it is considered to have qualities requisite for bathing infants and sick persons and for use in medical prescriptions, and is so used; that, in addition to making several brands containing various percentages of olive oil, Kirk & Company, for more than four years, has made seven brands of soap —all called castile but none of which contain the word "olive" or "olive oil" in their names, and four of which contain the word "cocoa"—and that none of them have any olive oil content; that such labeling has the capacity and tendency to deceive the trade and public into the erroneous belief that they are genuine castile soaps; that genuine castile soaps are more costly than other soaps because of the higher cost of olive oil, and by reason thereof petitioner sells its soaps for less than its competitors who import, or manufacture, and sell genuine castile soap; that such fact has the capacity and tendency to cause the trade and public to purchase petitioner's so-called castile soaps in preference to the genuine and more costly castile soaps; and that all acts of petitioner as referred to are prejudical to the public.

On December 12, 1928, the Commission made its findings of fact and issued to petitioner an order to cease and desist from using the word "olive," or any representation indicating an olive oil source, or the word "castile" and the words "olive oil soap," either alone or in conjunction

with any other word or words which are the name of, or are descriptive or suggestive of, an oil or fat, in labeling, branding or otherwise describing soap for sale or sold in commerce, the oil or fatty composition of which is not wholly derived from olives; except that when an oil or fat of a soap is composed of two or more oils or fats including olive oil or fat, and in such proportion that the soap in any of its qualities is substantially affected by any ingredient from olives, the word "olive" shall not be used in the manner above enumerated unless the name of each oil or fat therein is used immediately in conjunction with the word "olive" or with said representation indicating an olive oil source, and in a manner equally conspicuous with and similar to that in which the word "olive" or said representation is so used, in order to indicate clearly that such soap is not made wholly from oil or fat derived from olives. Findings of the Commission, which bear directly on petitioner's contentions, and its conclusion are set forth in the margin.[2]

On July 7, 1930, The Procter & Gamble Company purchased the soap business and brands of Kirk & Company, and it was permitted to intervene as a co-petitioner.

Sparks, *Circuit Judge*. The basis of the Commission's complaint is to the effect that castile soap is one in which olive oil constitutes the sole oily or fatty ingredient. The Commission has found this to be true, as a matter of fact, and it is supported by some evidence. The respondent, therefore, insists that such finding is conclusive and that unfair competition is established.

> In *Federal Trade Commission v. Curtis Publishing Company*, 260 U. S. 568, the court said: "We have heretofore pointed out that the ultimate determination of what constitutes unfair competition is for the court, not the Commission * * * *Federal Trade Commission v. Gratz*, 253 U. S. 421, 427.
>
> "Manifestly, the court must inquire whether the Commission's findings of fact are supported by evidence. If so supported, they are conclusive. But as the statute grants jurisdiction to make and enter, upon the pleadings, testimony and proceedings, a decree affirming, modifying or setting aside an order, the court must also have power to examine the whole record and ascertain for itself the issues presented and whether there are material facts not reported by the Commission. If there be substantial evidence relating to such facts from which different conclusions reasonably may be drawn, the matter may be and ordinarily, we think, should be remanded to the Commission—the primary fact-finding body—with direction to make additional findings, but if from all the circumstances it clearly appears that in the interest of justice the controversy should be decided without further delay the court has full power under the statute to do so. The language of the statute is broad and confers power of review not found in the Interstate Commerce Act."

It is contended first by petitioner that there are certain material facts, not covered by the findings, which were proven by the evidence and were not contradicted, and which conclusively disprove unfair competition.

For instance, by far the greater number of witnesses, from all parts of the United States, testified that castile soap meant to them a pure high grade toilet soap; or that it implied no special vegetable oil as an ingredient; or that they had never associated any brand of castile soap with olive oil as an ingredient; or that it meant a soap which would lather satisfactorily in hard water. One hundred fifteen witnesses testified that castile soap meant to them a soap made from cocoanut oil; while one hundred ten witnesses testified that the name indicated that the oily or fatty ingredient was exclusively of olive oil. Regardless of which of these witnesses, if any, were giving the proper meaning of the word "castile" when used in connection with soap, the substance of all their testimony proves beyond question, so far as individual opinions are concerned, that the word "castile" when used with soap means different things to different persons. This diversity of opinion is quite a pertinent fact in the determination of the issues before us. It not only bears directly on the issue of whether petitioner's alleged acts have the capacity and tendency to deceive the trade and the general public; but it is quite material in determining the real meaning of the word "castile" when used in connection with soap, or whether it has more than one meaning, as contended by petitioner.

As a general rule we look to the lexicographer for definitions of words; but, on the other hand, the lexicographer bases his definition upon the use which the public has given the word. Unfortunately, or fortunately, there are many words whose meanings, once correctly and definitely defined, have subsequently through usage acquired different or additional meanings, and such enlarged meanings have been recognized and approved in later dictionaries. Indeed, there are many instances in which it is difficult to trace the connection between the root meaning of a word and its present meaning as established and recognized by usage.

It is contended by petitioner that the word "castile" when used in relation to soap means nothing as to the constituent elements, but refers to the quality of the soap as a whole. The word "castile" alone does not mean soap of any kind, nor is it the name of a constituent element of any soap ever made. It is the name of a province in Spain, and the Commission finds as a fact that castile soap derives its name from the fact that it was first made in the province of Castile in Spain, in a very early day, and that its oily or fatty ingredient was derived exclusively from olives; that by custom and usage any soap whose sole oily or fatty ingredient is derived from olives is known as castile soap, regardless of its place of manufacture. We are convinced from the record before us that during the earlier years castile soap was recognized and considered as a soap whose sole oily and fatty ingredient was derived from olives, and the dictionaries of the various countries, including America, so defined it, and the pharmacopœias designated it as the one to be used in all medical preparations and prescriptions in

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[2] "Paragraph Five: Castile Soap is a hard soap produced from oil or fat which is derived solely from olives and without the addition or admixture of any artificial perfume, or any substance as a filler or builder. It derives its odor solely from the olive oil constituent in its composition.

"Castile Soap is produced by the saponification of olive oil by the use of an alkaline salt. Caustic soda (sodium hydroxide) is the saponifying agent most commonly used in modern times in conjunction with olive oil to produce Castile Soap."

"Paragraph Eighteen: The word, 'Cocoa,' which has been and is being used by respondent as part of the brand name or description of some of its soaps which respondent sold and is selling as Castile Soap describes or indicates an ingredient known as Cocoa or Chocolate."

"Paragraph Twenty-one: The use by respondent, either alone or together, of the word, 'olive,' or the words, 'olive oil,' in labeling, branding or otherwise describing soap made partly of oil or fat derived from olives and partly of other oil or fat and offering such soap for sale and selling or causing the same to be sold as herein set forth without stating, immediately in conjunction with, or in association with, said word or words, and in a manner equally conspicuous with and similar in all respects to that in which said word or words are used, the name or names of the other oils or fats in the composition of the soap or that such soap is not made wholly of oil or fat derived from olives has the tendency and capacity to deceive members of the public into the belief that such soap was and is composed, as to its fatty composition, exclusively of oil or fat derived from olives.

"Paragraph Twenty-two: Relying upon the representations of respondent in the labeling, branding and description of its soaps, sold and caused to be sold by respondent as and for Castile Soap and Olive Oil Soap, as set forth above, and because respondent is and has been enabled to offer for sale and has offered and sold its said soaps at a lower price by reason of their composition than the prices at which respondent's competitors can offer and sell and have offered and sold Castile Soap, members of the public, including physicians, pharmacists, druggists, and others have been deceived into purchasing and using respondent's said soaps instead of and in place of Castile Soap or Olive Oil Soap, among other purposes for use in the compounding of medical prescriptions and for use in connection with the care of babies."

"Paragraph Twenty-three: There are among the competitors of respondent referred to herein many who make and sell soap made, as to its oil or fatty composition, only of oil or fat derived from olives and who properly represent their said soap as Castile Soap and as Olive Oil Soap, and respondent's acts and practices as above set forth tend to and do divert business from such competitors and otherwise injure and prejudice them."

"Conclusion.

"The practices of the respondent under the conditions and circumstances set forth in the foregoing findings are to the prejudice of the public and of respondent's competitors, and are unfair methods of competition in commerce and constitute a violation of Section 5 (of Act of 1914) * * *."

which soap was required because its sole oily or fatty ingredient was olive oil. The words "castile soap" thereby became synonymous with "olive oil" soap, and such synonymity still prevails with many people.

In the earlier years of the last century, however, some foreign manufacturers made and sold soaps which they called "castile" soap whose oily or fatty ingredient was not solely of olive oil, and much of those products was imported into America. At that time the soap industry in America was begun, and many of our earlier soap makers did the same thing and have continued the practice up to the present time. During seventy-five years last past that practice has grown to such an extent that practically all of our soap makers are resorting, more or less, to that custom. So far as the record shows, Holbrock & Company is the only soap manufacturer in the United States whose entire product is made solely of olive oil as the fatty ingredient and is labeled "Pure Olive Oil Castile." That company admitted that it was not a competitor of petitioner, and that almost all of its product was used by the textile trades.

The United States Pharmacopœia from its beginning valiantly attempted to preserve the meaning of the words "castile soap" as a soap whose oily or fatty ingredient consisted solely of olive oil, and such a soap was the only one recognized by it as the equivalent of "sapo," which is the medical term for soap.

In the last edition of that work, however, the equivalent of "sapo" is given as "olive oil castile soap." Petitioner claims that this fact is an implied recognition on the part of the authors of the existence of other castile soaps. Such conclusion does not necessarily follow. The action of the authors may well have been an effort to protect the medical profession and the public by designating what they regarded as genuine castile soap as distinguished from quasi castile soap.

A perusal of the very voluminous record in the case convinces us that the present contrariety of opinion as to the meaning of the words "castile soap" is a result of an effort on the part of certain soap manufacturers, both foreign and American, extending from very early times to the present, to corrupt and change the public's understanding of the meaning of those words to the manufacturers' advantage. That this effort has been in a great degree successful can no more be denied than the methods employed can be approved. As a result of such effort it is not at all surprising that the present laity should have such diversified views as to the meaning of the words, for the record supports us in saying that a greater part of the laity knows very little and cares less as to the constituent elements of any soap.

That in former years the methods used did deceive and had the capacity and tendency to deceive is fully supported by the evidence, and were it not for the action of the Bureau of Standards of the United States Department of Commerce that capacity and tendency would still exist. In *Federal Trade Commission v. Winsted Hosiery Company*, 258 U. S. 483, Justice Brandeis, speaking for the court, said:

> "The fact that misrepresentation and misdescription have become so common in the * * * trade that most dealers no longer accept labels at their face value, does not prevent their use being an unfair method of competition."

By the Act of 1901, 31 Stat. 1449, 15 USCA 271, *et seq.*, Congress established the National Bureau of Standards and authorized that bureau's director to issue bulletins for public distribution containing such information as might be of value to the public or facilitate the bureau in the exercise of its functions. Pursuant thereto, the following bulletin was promulgated and distributed:

> *United States Department of Commerce, Bureau of Standards.* Circular No. 62, "Soap," 3rd Edition, published January 24, 1923, at p. 9:
>
> "Castile Soap was originally made from low-grade olive oils. The name now represents a type of soap, the term 'castile' being applied to a soap intended for toilet or household use, sold usually in large, unwrapped, unperfumed bars, which are cut up when sold or when used. It is often drawn directly from the kettle without 'crutching,' but is sometimes crutched a little or even enough to make it float and is sometimes milled. It is also sold in small bars both wrapped and unwrapped. The type is not one easily defined, so now when made from olive oil it is invariably sold as olive-oil castile. There are soaps made entirely from coconut oil which are sold as coconut castiles or hard-water castiles. Many other castiles are made from a mixture of coconut oil and tallow."

This circular was discussed in petitioner's briefs and it was ignored by respondent. We deem it quite pertinent and decisive of the question before us. The Government, through its agency, the Bureau of Standards, has thus committed itself to the proposition that castile soap may be made of oily and fatty elements other than olive oil. Being solely a question of fact we deem it expedient for other departments of the Government, including the judiciary, to accept such construction, if for no other reason than that of consistency.

This being true it necessarily follows that petitioner's methods which are the basis of this action do not constitute unfair competition in so far as they relate to the use of the word "castile."

The Commission's findings point out various of petitioner's soaps which are branded or labeled with the words "olive" or "olive oil" and having oil content of less than one hundred per cent olive oil,[3] and the order to cease and desist prohibits petitioner also from using the words "olive" or "olive oil" in connection with its soap product, except under certain conditions named in the order. The complaint does not refer to the use of those words nor ask any order concerning them, but it is contended by respondent that, inasmuch as the words "castile soap" indicate one hundred per cent olive oil content and are synonymous with the words "olive" or "olive oil" as applied to soap, the allegations of the complaint, and the evidence, are sufficient to support the findings in that respect. But inasmuch as we find against respondent's contention of such synonymity, its contention in this respect cannot prevail.

The order to cease and desist is therefore reversed, with permission to respondent, if it shall so desire, to amend its original complaint against petitioner in such manner as to include petitioner's use of the words "olive" and "olive oil" in connection with soap having oil content of less than one hundred per cent olive oil, or otherwise to proceed in respect to such use of the words "olive" and "olive oil"; and in such case to permit further evidence to be taken, if either party desires so to do, and for all other necessary proceedings not inconsistent with this opinion.

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[3]Paragraph Fifteen:

1. "Oreno Olive Oil Castile": of which it was said in catalog illustration of the soap, "Oreno Olive Oil Castile, made in North Chicago, U. S. A., from Genuine Olive Oil." The fatty composition of this soap is tallow, cocoanut oil, and olive oil, of unknown percentages.
2. "Oreno Genuine Olive Oil Castile": contains 90% olive oil and 10% cocoanut oil.
3. "Baby Bath Castile": having on each cake the phrase, "Olive Oil Soap," and on the box-end, "Made with pure olive oil." The composition of this soap is 55% tallow, 10% cocoanut oil, and 35% olive oil. Since 1926, there is printed in small type on each cake the words, "Contains olive oil, cocoanut oil, and refined tallow."
4. "Olive Oil Castile": with those words stamped on the soap, and in the catalog the statement "large white cakes of milled olive oil soap." Its fatty content is 80% tallow, 10% cocoanut oil, and 10% olive oil.
5. "Nursery Olive Oil Castile": Fatty content, 90% olive oil, 10% cocoanut oil.
6. "Field's Olive Oil Castile": Made partly of olive oil and partly of other oils or fats, percentages not disclosed.
7. "Glendora Castile Soap": having stamped on the bars "Glendora 90% Olive Oil Soap." It has 90% olive oil and 10% other oils.
8. "Harmony Olive Oil Castile": having fatty content of 60% tallow, 10% cocoanut oil, and 30% olive oil.
10. "Washrag Castile": having on the labels the words "Olive Oil Castile," and the statement "This is a real milled olive oil castile soap of highest quality" and beneath an illustration the words "No. 425 Olive Oil Washrag Castile." Its fatty content is tallow 60%, cocoanut oil 10%, olive oil 30%.

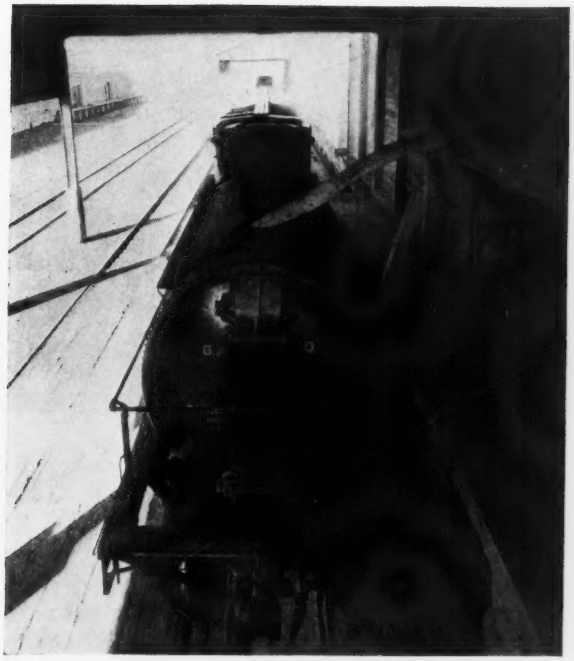
Paragraph 16.

"A toilet soap having printed on the wrappers, 'Kirk Olive. Trade Mark registered,' and having fatty content of tallow 60%, cocoanut oil 10%, palm oil 15%, olive oil 15%."

Shipping Dry Products In Tank Cars

THE soap industry may eventually see the day when all of its raw materials are shipped *into* the plant in tank cars. The ever widening use of tank cars for shipment of liquids and semi-liquids, and products which are liquid at higher temperatures such as coconut oil, tallow and other fats, has come with the desire for greater economy in shipping and handling, both in loading and unloading as well as movement about the plant. The extension in the use of liquid caustic soda has been an outstanding example in the soap industry of the trend toward bulk shipment with a reduction in handling costs and time from carrier to actual consumption.

The advent of a tank car for dry products, powdered and granular materials, opens new possibilities of bulk shipment and bulk handling of various dry raw materials. The new type tank car which has only recently been announced by the General American Tank Car Corporation after several years of research and road tests aggregating some thousands of miles, is claimed



The tank car is loaded, usually by gravity, through six ports evenly spaced along the top of the car

to represent large savings in freights and handling charges, and the elimination of the cost of barrels and bags ordinarily used as containers for the dry materials. The types of raw materials for the soap industry which it can handle include soda ash, trisodium phosphate, dry silicates, salt, silica, feldspar, various fillers, kieselguhr and clays, and other powdered or granular materials. It is also suitable for the bulk shipment of cleaning compounds, washing compounds, soap powders, flakes and chips, etc., where the tonnage to a single consignee warrants.

The practice today, as is commonly known, is to ship dry materials in bags or barrels, or if shipped in bulk as are some of the raw materials of the soap plant, especially soda ash, feldspar,

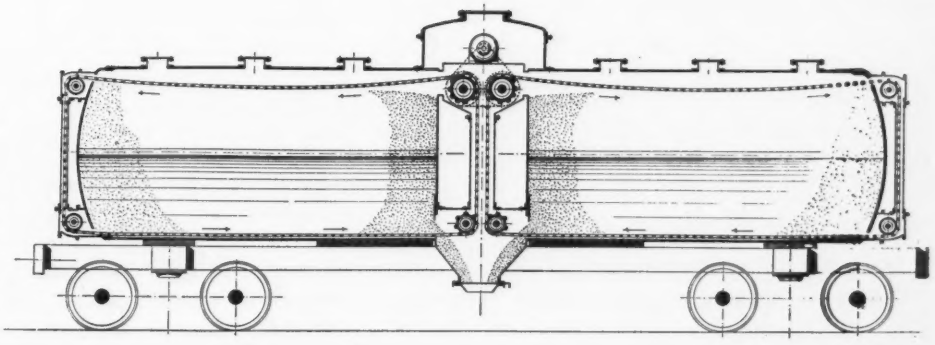


Diagram of the interior of the tank car for dry products, showing arrangement of drag chain equipment, motor for driving it, and position of discharge opening. Interior capacity is about 1,600 cubic feet

Portable conveyor unloading car. A tank car shipment of soda ash comprising thirty-five tons was unloaded with conveyor equipment in one hour and forty minutes. This is at a rate of 700 pounds per minute

clays and earth, to ship in ordinary box cars and to unload by hand labor with ordinary shovel and wheel-barrows. Some plants use portable conveyors in the unloading, but they necessitate hand-shoveling of the material into the conveyor from the full length of the interior of the box car.

The new General American dry tank car is constructed after the general style of the ordinary liquid tank car. It is watertight and provided with a single outlet at the bottom through which the contents are unloaded at a uniform rate according to that best adapted for subsequent handling by conveying equipment. Drag chain conveyors form a part of the inside equipment of the car and operate by being drawn from each end along the bottom toward the center of the car where the outlet is located. The material is pulled along by the chains and dropped into the discharge opening, while the chains continue upward and back across the top of the car to the ends. Estimates place the life of this unloading mechanism at several times the life of the car itself owing to the comparative infrequent use of the chain equipment and the low speed of operation.

Dry commodities tend to pack and arch. They are of widely varying nature and weights, and therefore, the dry tank car was designed with a rather sturdy unloading mechanism, the operation of which would be extremely simple and foolproof. During unloading, there is no dust nuisance, such as is frequently the case in handling bulk materials by hand in wheelbarrows or in the handling of bagged powders where there is sifting, and the consequent losses which result.

THERE have been some interesting developments already as the result of the new type tank car, according to the General American Tank Car Corporation. This firm claims that by encouraging bulk shipments of dry products, the savings in freights and handling charges will tend to make shippers use the railroads in preference to motor trucks even for short hauls. They point out that one large contracting company has turned to the use of these cars for the bulk shipment of cement from their cement plant to their mixing plants in place of bagging the product and shipping it by motor truck as heretofore. Another user of hydrate of lime is now purchasing the cheaper and more efficient quick lime for his processes owing to the fact that the new car has made the safe shipment of the latter in bulk a fact and that it also obviates the danger of handling by workmen in unloading, and that there is no dust menace.

The car is filled through six openings along the top, usually by gravity flow. The inside capacity of the average dry tank car is 1,600 cubic feet, and for some heavy materials has a capacity over sixty tons. Savings up to two dollars per ton in the shipment of some commodities during the test period are reported by the manufacturer.

The use of the dry tank car, it is pointed out, permits of a complete automatic handling of powdered raw materials at the soap or similar plant without the use of hand labor at any point. The conveying equipment which is hooked up with the car-unloading conveyor can be so arranged to carry the material to storage bins from whence it is conveyed as needed to the mixing and processing equipment.

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Robinson Manufacturing Co., Muncy, Pa., who have recently installed equipment in several soap plants for milling soap powder tailings, have issued a booklet as Bulletin No. 47, covering among other things the adaptation of the hammer mill for use on soap powders.

Soaps Versus Special Detergents

THERE has been a marked increase within recent years in the development of special detergents, particularly for use by the textile industry. The disturbing feature of this movement is that it tends to lead the textile consumer away from the soap industry, and encourages him to use new non-saponaceous products which are manufactured by strictly chemical plants. Inasmuch as the textile industry consumes great quantities of soap, this is indeed liable to become a serious matter for the soap manufacturer.

The investigators in this new field have been greatly encouraged by the fact that soap possesses many well-known defects as a textile and laundry cleansing agent. They have further been encouraged by the apparent lack of interest of the soap maker in the special needs of the textile and laundry industries. Thus, for example, the chief defect of ordinary soap for the textile user is the formation of insoluble lime and magnesium salts in even moderately hard water. Only isolated textile mills enjoy natural soft water. The cost of softening hard water is considerable and the necessity of using a perfectly soft water for various washing, soaping and cleansing operations in the mill is often a hardship.

Then again another disadvantageous feature of ordinary soap is its tendency to hydrolyze in aqueous solution to give an alkaline solution which is injurious to delicate fabrics. This property of soap is inherent, for soap is a salt formed by a weak acid with a strong base and hence it will hydrolyze to form free alkali. The soap maker has known this ever since Chevreul, but has done little to remedy this defect. One more or less unsuccessful attempt is known, and a cake of the soap has been seen. It dissolves in water to a neutral reaction (neutral to phenolphthalein). It is believed that this soap hydrolyzes just like ordinary soap, but that a certain change has been effected in the structure of the soap molecule, resulting in the introduction of an acid radicle, or that a suitable organic acid has been admixed with the soap. Either of these modifications of the ordinary soap mass is carried out with such exactitude that when the soap dissolves in water, there is just enough acid present in the solution to neutralize the alkalinity produced by the hydrolytic action. This soap is, however, not a commercial product at the present time.

Chemists have not been idle. The result has been the development of the new detergents for the textile industry, such as the salts of highly sulfonated fats or aromatic, hydro-aromatic, or mixed aliphatic-aromatic sulfo acids or similar materials. Their number is increasing rapidly and they have made inroads into the consumption of soap for textile purposes, actually and effectively replacing ordinary soaps in some cases because they possess advantageous properties over soap, including use in absolutely hard water and their non-hydrolysis in aqueous solution.

It has been found that soaps, which are obtained from acylated oxyfatty acids or oxyfatty acid glycerides, according to the patent of the Oranienburg Chemische Fabrik A. G., Berlin-Charlottenburg, Germany (German Patent No. 540,065), are particularly suitable for the cleaning, wetting and emulsifying and other processes connected with the treatment and finishing of delicate fabrics.

The acidity of the organic acid, for example ricinoleic acid, is remarkably increased by the production of the acyl radicle into the fatty acid molecule. The result is that the acid is stable in the presence of hardness salts of water. Furthermore, even very dilute solutions of these acylated oxyfatty acid soaps show no alkaline reaction, which is of course markedly different with ordinary fatty acid soaps. The solutions have been found to be acid to phenolphthalein, neutral to litmus and only slightly alkaline to methyl orange.

These soaps are made by acylating oxyfatty acids, poly-oxyfatty acids, their esters or other derivatives, such as castor oil, recinoleic acid, sativinic acid, linusinic acid, isolinusinic acid, oxystearic acids, or the like, and then saponifying the acylated products. The introduction of the acyl radicle may be effected by esterifying the oxy groups with aliphatic, aromatic, or hydro-aromatic acid radicles. Radicles of the lower molecular aliphatic or aromatic carbon acids or

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A Review of the PATENTS FOR POLISHES —With Comments

By FOSTER D. SNELL

(Part II. Continued from April issue)

THE abrasives used in polishes vary from harsh ones like pumice to mild diatomaceous earth. A simple abrasive polish is 50 per cent lubricating oil, 24.5 per cent whiting, 25 per cent water and 0.5 per cent turpentine (1,545,870). A rather abrasive polish, described also as a varnish revivifier, comprises 2.7 per cent soap, 1.3 per cent magnesium oxide, 22 per cent silica, 20 per cent linseed oil and 54 per cent water (1,161,187).

An abrasive suspension without a specific emulsifying agent contains 46 per cent boiled linseed oil, 30 per cent turpentine, 16 per cent tripoli and 8 per cent alcoholic shellac solution (1,123,709, British 7126). A polishing block is prepared from 80 per cent of pumice, 10 per cent of linseed oil and 10 per cent cut shellac by molding, drying and baking (1,077,957).

One of the products somewhat similar to present day practice contains 40 per cent water, 2.5 per cent soap, 2.5 per cent or more of diatomaceous earth, 5.0 per cent of wax and 50 per cent of petroleum distillate of 45-60° Be. (1,240,544 Reissue 14,903).

Titanium oxide as a polishing material is the subject of a separate patent (1,704,308). A loose weave cotton cloth impregnated with whiting, with rosin as adhesive, has also been covered (1,707,485).

An abrasive cleaner which could not be expected to do much polishing contains 67 per cent gasoline, 11 per cent oil of eucalyptus, 11 per cent diatomaceous earth and 11 per cent of 5 per cent soap solution (1,689,864).

Another abrasive type polish contains 67.5 per cent water, 1.6 per cent soda, 17.6 per cent alcohol, 8.3 per cent paraffin oil, 5.0 per cent precipitated chalk and a trace of rouge (British 9740). An abrasive type with more polishing properties contains 22 per cent whiting, 12 per cent copal varnish, 22 per cent alcohol, 22 per cent paraffin oil and 22 per cent of a 6 per cent borax solution (British 305,384).

A mop "impregnated with paraffin oil so as to be dry and entirely free of grease-leaving substances" is improved by incorporation of a "pulverulent aggregate" containing 50 per cent powdered Bon-Ami, 25 per cent hyposulfite of soda and 25 per cent Old Dutch Cleanser to which pumice may be added (British 305,078).

Pigmented Polishes

A SMALL amount of pigment of neutral tone is often claimed to lessen the prominence of scratches and mars. One polish contains 72 per cent raw linseed oil, 15 per cent turpentine, 10 per cent kerosene, 2 per cent castor oil and 1 per cent of raw umber. The latter is to color and fill up scratches (1,499,463). Another polish and filler contains 84.3 per cent turpentine, 5 per cent paraffin wax, 10 per cent of litharge and 0.7 per cent of ammonia. The odor of a similar product containing 0.4 per cent carnauba wax, 1.3 per cent beeswax, 10.0 per cent oil of eucalyptus, 10 per cent boiled linseed oil, 5.3 per cent Chinawood oil, 1.3 per cent lead oxide and 71.7 per cent water should be distinct (1,544,224).

Emulsions

AN emulsion using albumin as emulsifying agent contains 75 per cent refined cottonseed oil, 11 per cent fresh white of eggs, 14 per cent fresh yolk of eggs and traces of formalin and alcohol. The percentages of the latter are 0.08 and 0.04 respectively (1,009,547). An unstable emulsion contains 50 per cent linseed oil, 23 per cent kerosene, 23 per cent water, 1 per cent beeswax, 1 per cent banana oil and 2 per cent paraffin (1,136,742). Another contains 27 per cent par-

affin oil, 13 per cent vegetable oil, 2.5 per cent caustic soda to saponify the vegetable oil, 2.5 per cent kerosene, 13 per cent wood alcohol and 42 per cent water. The presence of a relatively large soap concentration is obvious. Marketing in collapsible tubes is suggested (1,487,632).

An alkaline emulsion contains 30 per cent paraffin oil, 10 per cent turpentine, 12 per cent linseed oil, 7 per cent powdered gum arabic, 8 per cent lime water, 5 per cent ammonia water and 28 per cent pure water (1,301,823). Another contains 45 per cent water, 45 per cent kerosene, 1 per cent soap, 2 per cent diatomaceous earth or other abrasive, 2 per cent paraffin and 5 per cent heavy motor oil (1,302,320).

The extract of 4 quarts of sawdust with 10 gallons of water mixed while hot with an oil is stated to give an emulsion suitable for polishing. Small additions of sodium carbonate, wax and alcohol are optional (1,309,171). According to another patent, wax and gum copal are mixed with sodium hydroxide solution. The resin dissolves and by heating the wax is melted and mechanically dispersed. A precipitate obtained by addition of acid carries the wax in finely dispersed form. Some resins require an additional filtration. This material dissolved in alcohol constitutes the polish. A typical mixture for the gum consists of 100 grams of gum copal with 0.5 gram of Chinese wax (921,382).

A very complicated formula is as follows:

Pumice	3.2%
Rain water	40.0%
Whites of eggs	12.0%
Turpentine	6.0%
Camphor	1.4%
Wood alcohol	25.0%
Oil of cassia	1.4%
Oil of cloves	1.4%
Oil of sassafras	0.8%
Oil of rosemary	0.4%
Oil of citronella	0.4%
Petroleum oil	10.0%

The fresh albumin serves as emulsifying agent (1,153,686).

The approximate composition of a clay stabilized emulsion is 40 per cent water, 40 per cent oil with or without paraffin wax, 1 per cent gum tragacanth, 3 per cent bentonite, 8 per cent tannic acid, 3 per cent sodium borate, 3 per cent of abrasive such as rotten stone or silica and 2 per cent of magnesium chloride (1,675,227). Another clay is covered by 7 per cent Wilkinite, carefully defined by analysis, 85.5 per cent water, 7 per cent oil and 0.5 per cent of wax or rosin (1,774,665).

Softeners for Lacquer

A CELLULOID polish containing 44.5 per cent of celluloid solvent, 44.5 per cent of grit and 11 per cent of lubricant is similar to an idea often expressed but not successfully used in automobile polishes as yet. The solvent is alcohol or turpentine, the grit is Vienna chalk and the lubricant linseed oil with or without added paraffin. It closely approaches the lacquer rubbing compounds (1,589,813). This is closely related to a 42.5 per cent linseed oil, 7.5 per cent ethyl acetate and 50 per cent powdered pumice (1,690,680).

Another solvent type contains 10 per cent butyl, amyl or ethyl acetate, or a ketone and 90 per cent diluent such as butyl, ethyl or propyl alcohol (Belgian 358,720).

Sulfonated Oil Polishes

THE use is relatively limited. With specific methods of neutralizing with ammonia the use of 25 per cent sulfonated oil, 25 per cent water and 50 per cent petroleum oil is the basis of a claim to a stable emulsion (1,433,887). It was used earlier in an interesting specification which covers coloring the oil and water layers, such as red and yellow, so that when mixed the emulsion will show a clear differentiation of color from that of either layer alone. An example is 25 per cent alcohol 23 per cent water, 2 per cent sulfonated oil, 25 per cent mineral oil and 25 per cent kerosene (907,758).

Miscellaneous

HARDENING of a raw linseed oil by sprinkling with a dryer such as 90 per cent talc and 10 per cent manganese oxide, sulfate or oxalate is a novel application of paint dryers (1,168,485). It also fills, stains and smooths the wood. A mixture contains equal parts of raw linseed oil and turpentine with about 3 per cent of ether and traces of ammonia and dragons blood, a resin from a fruit of the bean family (1,067,359).

Although acid is added to 11.5 per cent kerosene, 1.5 per cent vinegar, 75.5 per cent onion water and 11.5 per cent whiting, the final product is not acid due to reaction of the acetic acid of the vinegar with the whiting (1,768,970). Another using 1 pound of alkanet root for coloring is 18 per cent kerosene, 80 per cent lubricating oil and 2 per cent nitrobenzene (1,445,034). Another is 43 per cent paraffin oil, 26 per cent water, 26 per cent denatured alcohol, 4.5 per cent denatured alcohol and 0.5 per cent green dye (1,340,747). A similar product contains 56 per cent paraffin oil, 33 per cent fermented fruit juices containing alcohol, 11 per cent volatile oil such as oil of citron and a trace of red dye (1,362,907).

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NEW PRODUCTS

A NEW package for a new product brought out by Clifton Chemical Co., New York. One pound jars of the new Velvetone Shaving Cream which are being offered to the trade only under the Clifton brand name or labeled with private brand as desired. The large wide-mouth jar holding a sufficient supply of cream to last the average man about two years is the newer trend in shaving soaps. The trend away from the glass jar to the tube two or three years ago seems to be reversing itself in favor of the jar this year. Velvetone cream is being sold chiefly in bulk to the trade for repacking.

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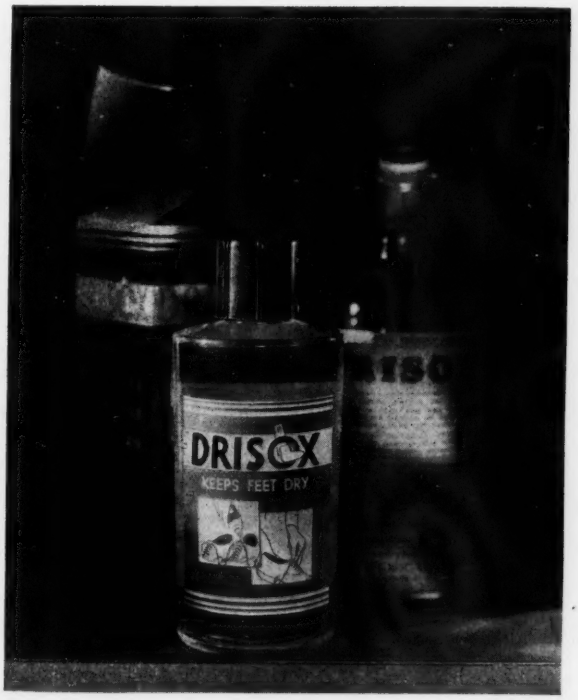
A rather startling quick-change act in package design—a before and after photograph of a well-known product, *Drisox,* manufactured by the Drisox Chemical Co. of Raleigh, N. C. It is stated that the new container has increased sales by its greater attractiveness and ease of use.



The old-type bottle is replaced by a modern style with distinctive label. The old-fashioned cork is replaced by a molded Durez cap manufactured by the Armstrong Cork Company. The label and carton are manufactured by Einson-Freeman Lithographing Co.

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Business throughout India, outside of Bombay, is reported by the local representative of one of the leading American export houses, as generally fair considering conditions. For sometime the bazaars in Bombay handling soaps, drugs and toiletries have been closing three days a week and in those cases where by government order the shops remain open proprietors refuse to sell or buy goods on the "hartal" days. Although one of the leading British soap concerns has reduced its prices until they are little more than half their 1929 level, it is reported to be losing ground on account of the boycott and increased manufacture of Indian soaps.

MUNN Newport PALE WOOD ROSIN

ANOTHER rosin may perhaps be as pale as MUNN PALE WOOD ROSIN. Munn does not claim to be the palest. But Munn does claim to be the cleanest and the most uniform—and that's what counts. Cleanliness and uniformity make for economy. Every batch is exactly the same as every other batch. You can depend on it—every time. Munn is shipped in galvanized drums on a net weight packing basis which means an additional economy for the soap manufacturer. Barrels may be had if desired.

A Reputation for Cleanliness and Uniformity . . Always . .

Investigate Munn Pale Wood Rosin. Ask other soap manufacturers about it. Write to us for information. Or order some and judge for yourself. You will find that Munn really does make a better cake of soap and with greater economy.

GENERAL NAVAL STORES COMPANY, *Inc.*

Address Our Main Office: *75 East 45th St., New York City* NEWPORT Plants: *De Quincy, La.—Pensacola, Fla.—Bay Minette, Ala.*

Say you saw it in SOAP!

Toilet Soap Tax Eliminated

A TEN PER CENT tax on toilet soap which was included in the original Revenue Bill, H. R. 10,236, as passed by the House of Representatives on April 4, was eliminated by the Senate Finance Committee on April 28 after a hearing on this item. Toilet soap was included in the original bill in the classification embracing cosmetics, hair dressings, perfume, and other luxuries. The fight against the inclusion of soap was led by Roscoe C. Edlund, manager of the Association of Soap and Glycerine Producers. A storm of protest from welfare organizations, women's clubs, religious bodies, soap manufacturers and others followed inclusion of the soap tax in the bill. The information was elicited in Washington from several leaders in the House that toilet soap had been included in error and that there had been no intention to tax it.

The fight against the soap tax was directed by the soap and glycerine association from Washington, entailing the wide use of telegrams from all parts of the country, newspaper publicity, and personal visits on Congressmen and Senators. A hearing was held before the Senate Finance Committee on April 18, at which appeared several prominent executives of leading soap companies. Those who spoke were C. S. Dewey, vice-president of the Colgate-Palmolive-Peet Co. and Dr. W. W. Peter, health expert of Cleanliness Institute. Others who attended were Russell White, general manager of Lever Brothers Co., Stockton Busby, vice-president of Procter & Gamble Co., N. N. Dalton, vice-president of Colgate-Palmolive-Peet Co., Richard Randall, Baltimore district manager for Procter & Gamble Co., and R. C. Edlund.

In his address before the Senate Finance Committee, Mr. Dewey made several interesting comments about toilet soap prices. He said in part: "The nominal prices of the leading brands of toilet soap have been ten cents a cake and have been generally sold during the past several years at three for 25c., but today due to the low cost of fats are sold three for 20c. or less. The amount of toilet soap selling for more than ten cents a cake is small when compared to the whole. My company manufactures a full line of toilet soaps, our chief brand being "Palmolive" intended to retail at ten cents a cake, but in fact selling much cheaper. Of our total volume of toilet soaps 98¾% is sold for 10c. or less and 1¼% is composed of toilet soaps selling at higher prices. I mention this to prove that there is only a very small percentage of fancy toilet soaps sold.

"I have examined the figures of the United States Department of Commerce, Bureau of the Census, pertaining to the value of toilet soaps sold in the United States. In 1925, $49,387,000.00 was sold; in 1927, $53,572,000.00; in 1929, $59,982,000.00. The figures for the year 1931 have not as yet been compiled, but I believe that they will be considerably less than the average of the sums mentioned, which cover a period of high prices for fats and soap ingredients as compared to their cost today; and it is my best opinion that the sum received for toilet soaps in 1932 will be somewhere in the neighborhood of forty-five millions of dollars, thus producing under the proposed tax four and one-half millions of dollars of revenue."

In a statement, sent to all members of the House of Representatives last month, R. C. Edlund, manager of the Association, stated in part: "Outside of food, clothing, and shelter, is there, under our American standards of living, and more essential item than toilet soap for every individual's use? We have taught our people the desire for cleanliness. It is inbred, and practiced largely by all elements in our population. Is it just and fair, we ask you to consider, to tax—and especially to lay so heavy a tax as 10 per cent—upon an item of the essential character of soap for daily bath and toilet?

"The American soap industry, through intensive development and production, has made it possible for the poorest, as well as the well-to-do, to maintain high standards of cleanliness at a relatively inappreciable cost. No public health officer in the country will deny that public health is vitally linked with these standards of cleanliness in millions of American homes. There is no desire on the part of the American soap industry to make more difficult the present task before the House, and it is on no basis of selfish interest that we request exemption of soap from tax. But it is clear that to place toilet soaps upon a basis comparative with luxuries or with items that are purchased from the surplus income of the people, is to tax the public health, public welfare, and wholesome living requirements of 120,000,000 people at the very time in our public life when no step should be taken which would lower living standards."

SECURITY PRICES

PRICES of stocks of soap, chemical, insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

	High 1932	Low 1932	April 1 1932	May 2 1932
Allied Chem.	87½	52	73	53
Am. Agric. of Del.	7½	4¼	5½	4½
Amer. Cyan. "B".	5⅜	2¾	3½	2¾
Armour of Ill. "A"	2	1	1¼	1
Bon Ami "A"....	51¼	43	48	43
Brillo	6⅝	5¾	6⅝	5¾
Colgate, P. P....	31½	22	26	22
Conso'dated Oil Co.	7⅛	4⅛	6	4⅜
Corn Prod.	47⅜	29⅛	40⅞	32½
Coty	4¾	2	3	2⅜
Dow Chem.	36	25	30	26⅝
Drug, Inc.	57	33¾	45⅜	36⅜
Du Pont	59¾	27¾	44⅛	28⅛
Glidden	7	4⅛	5⅛	4⅛
Gold Dust	19⅝	11¼	16¼	12
Gulf Oil	35⅞	25⅜	31⅞	29
Int. Agric.	1½	¼	½	½
Lehn & Fink.....	24¼	14⅞	18⅛	15
Mathieson	20⅞	11½	14¼	11½
McKess. & Rob...	5½	2⅛	3¼	2⅝
Monsanto	30¾	20⅛	23	21¾
Proc. & Gam....	42¾	25½	30⅞	30⅜
Shell Union	4⅛	2½	3⅛	2⅝
Sher. Will	35	22½	28½	24
S. O. of Cal.....	27¼	16¾	24	18
S. O. of Ind.....	17¼	13⅛	15	16
S. O. of N. J....	31½	19⅞	27⅞	22½
S. O. of Ohio....	28½	15½	25	24
Swift & Co.....	18⅞	13½	17	13½
Union Carb.	36⅜	17⅛	27⅜	17¾
Westvaco	12⅝	5⅛	10½	5½
Wilson & Co.....	1¾	¾	1¼	1

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Monsanto Chemical Works, St. Louis, reports a net profit of $275,859.65, equal to 64.3c a share on 429,000 common shares during the first quarter of 1932. This compares favorably with $255,378.38, or 59c a share, earned in the corresponding quarter of last year.

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Pylam Products Co., New York, makers of lathering agents and colors, reports that its offices, laboratory and warehouse have been consolidated at 799 Greenwich street.

Tallow Ass'n Opens Sales Office

Eastern Melters Association, with headquarters at 2 Broadway, New York, has opened a sales office and sample room at 455 Produce Exchange. Through this new department, in charge of R. Biederman, for 23 years with Vanderhove & Co., tallow brokers, the association expects to effect marked economies in merchandising products of its members. All of the 18 independent renderers in the metropolitan district are members of the association including Atlan Soap Works, Lincoln Farm Products, Noll & Fischer, Long Island Soap Co., Theobald Animal Products Co., American Tallow Co., I. Schoenwalter Estate, Paterson Tallow Co., Independent Tallow Co., Fischer Bros. Co., John T. Stanley Co., Quaker Soap Co., Katzenstein Bros., H. M. Rubin Co., M. Rosenberg Sons, G. Weiss Sons and Monte & VanIderstein Co. Officers of the association include Morris Pick, president; Sidney Cohen, vice-president; Joseph Noll, secretary, and Al Barr, treasurer. The organization was started three years ago.

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Complete 27 Years in Naval Stores

Taylor, Lowenstein & Co., Mobile, Alabama, recently completed their twenty-seventh year in the naval stores business. The company was organized in 1905 by Thomas J. Taylor, Aaron A. Lowenstein and Maurice Lowenstein, the latter's interests having been taken over on his death by Sidney Lowenstein. These three are still in active charge of the company's affairs. Taylor, Lowenstein & Co. handles a complete naval stores line, with sales agencies in various parts of the world, including gum and wood rosin, turpentine, pine oil, rosin oil, pitches, pine tars, etc. In commenting on developments in the use of naval stores, the company has found the increasing use of pine oil in the sanitary specialties industry of particular interest.

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United States imported 178,428 pounds of castile soap in February, 1932, this amount being valued at $15,826. Totals for February, 1931, were 262,943 pounds and $21,838. Imports of toilet soap were 102,185 pounds, worth $25,857, in February, 1932, as against 128,597 pounds, worth $35,409, in the same month of 1931.

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Dr. Milton C. Whitaker, formerly vice-president of U. S. Industrial Alcohol Company, has been elected a member of the board of directors of American Cyanamid Company, filling the vacancy on the board caused by the recent death of J. M. Selden. At the organization meeting of the board on April 26th Dr. Whitaker was appointed a vice-president of the company.

A. M. T. A. Protests Toiletries Tax

THE principal subject of discussion at the thirty-eighth annual meeting of the American Manufacturers of Toilet Articles, held at the Ambassador Hotel, New York, April 26 to 28, was the proposed ten per cent tax on all toilet articles, except soap, dentifrices and mouth washes, included in the taxation bill prepared by the U. S. Senate finance committee. Manufacturers were vigorous in their denunciation of the proposed tax, pointing out that toilet articles are a daily necessity, not a luxury, to the vast buying public, and should not fall in the same tax class as jewelry, furs and other articles purchased only occasionally. As a measure of protest the manufacturers planned a series of mass meetings to arouse popular sentiment against the tax.

H. H. Bertram

A second feature of the meeting was the adoption of a code of ethics which put the association on record as opposed to: use of untruthful, unfair and maligning statements in advertising; marketing of products harmful to the well-being of the public; practice of commercial bribery in the sale of goods; and the use of derogatory statements for the purpose of substituting one toilet article for another at the point of sale. Another subject of discussion at several of the sessions was a proposed change in the name of the organization to eliminate the word "American" from the organization title to pave the way for cooperation by importers.

The officers of the organization were re-elected to serve for the coming year, these including: H. H. Bertram, president; E. B. Hurlburt, first vice-president; Daniel J. Mulster, second vice-president and treasurer; and Charles S. Welch, secretary. Three new members were elected to the board of directors, succeeding retiring members, J. A. Ewald, California Perfume Co., Carlton Palmer, E. R. Squibb & Sons, and Cecil Smith, Yardley, Ltd. One member was re-elected, Northam Warren of Northam Warren Corp.

The social features of the meeting included the usual theatre party and supper dance on the evening of March 26th, an informal afternoon of golf on the 27th and the annual banquet, the evening of the 28th. Luncheons were served each noon. Frank J. Lynch again served as chairman of the entertainment committee.

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Reject Lower Soap Freight Plea

Efforts of soap manufacturers to obtain from the Interstate Commerce Commission a lower classification rating on soap and related articles, in carloads, in official classification territory, have failed. The commission, in a decision written by Chairman Claude R. Porter, has dismissed a number of complaints brought by manufacturers seeking the lower rating, holding the present 5th class rating and rates are not unreasonable or unduly prejudicial. The complaints were filed by Procter & Gamble Co., Armour and Company of Delaware, Lever Brothers Co., Swift and Co., and Iowa Soap Co. In addition the J. B. Williams Co., the Orford Soap Co., the Cudahy Packing Co., Fels & Co., and the J. B. Ford Sales Co., intervened in support of the complainants.

One of the contentions of the complainants was that the commission must require reductions in the present rates on soap if the traffic is to be retained by the railroads The complainants said continuance of the present rates will result in increased diversion of traffic to waterways and trucks and in decentralization of the industry, with the consequence of shorter rail hauls to and from soap factories. Commissioner Aitchison said that the evidence in the soap case as to the effect of the rates in diverting traffic from the rails to other agencies "seems speculative, and does not cause a change in my convictions based upon other matters of record."

Summing up its conclusions the commission said: "The fifth-class rates now in effect in official territory are the same percentage of first class that we have fixed for application on soap from, to and within the southwest and western trunk line territory. There is nothing of record which would support a finding that this basis of rates is too high for official territory.

"Commodity rates, concerning which there is little information in the record, moved approximately 20 per cent of the soap traffic prior to the eastern revision and it is probable that a number of these rates are lower than the present fifth-class rates. It may be assumed that those com-

modity rates were initiated by the carriers to move traffic between points where there is an extraordinary movement, or where competition with water or truck carriers exists. The basis for such rates is not shown of record.

"The maintenance of such rates where necessary or advisable for competitive reasons is a matter for the carriers, but it is not established on this record that the generally applicable fifth-class basis of rates provided by the classification is beyond the maximum of reasonableness."

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Completes 35 Years as Soap Maker

Jacob Schwarzwalder, for the past thirteen years superintendent of the soap plant of the Lightfoot Schultz Co., Hoboken, N. J. has completed this year thirty-five years as a soap maker in the United States. Mr. Schwarzwalder was born in Germany and learned the soap business there. He became associated with the soap industry in the United States in 1902, being first associated with the John T. Stanley Co. in New York. In 1907, he joined the Fairchild-Shelton Co. at Bridgeport, Conn., later becoming superintendent. He remained with that company for twelve years. In 1919, he became superintendent for Lightfoot Schultz Co. and has been associated with that firm since that time.

Blank & Stoller

J. Schwarzwalder.

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Worcester Salt Co., New York, is marketing a new "Salt" toothpaste which will have a salt content of about forty per cent. The new product is packed in an orange and black tube and carton, and will retail at thirty-five cents. It is expected that grocery stores will be used as retail outlets due to the strong position of the makers in this field due to popularity of their table salt. Drug stores may also be used, the final definition of the marketing campaign awaiting the outcome of test campaigns now being conducted in Albany and Troy.

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Following the change in control of the Manchurian territory which has occurred in recent months, the South Manchurian Railway Company plans to exploit the Manchuriian soybean industry. The company is said to have a patent on a new method of oil extraction which uses alcohol instead of benzine.

Coty Forms British Branch

An interesting development arising directly out of the change in British tariff policy is the registration by the French soap and perfumery firm of Coty of an English company to manufacture Coty products in the United Kingdom. The company has been registered in London with a nominal capital of £50,000. Work on the erection of a factory is to be started very shortly on a site near Isleworth. Employment will be found for about 300 people.

C. C. Valli, a director, states that a great deal depends on the decisions of the Imperial Economic Conference at Ottawa. The Coty products for the British Empire are at present manufactured in France, but if the Dominions give a preference to British manufacturers, the business can be transferred to the new factory in the United Kingdom. Such a development would, according to Mr. Valli, mean that eventually 2,000 people would be employed at the Isleworth plant.

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New Non-Yellowing Coconut Oil

A new coconut oil which will not cause after-yellowing in white soaps, whether made by the hot or cold process, has been announced by the Kellogg Laboratories of Spencer Kellogg & Sons, Buffalo. The Laboratories state that soap samples made up and exposed for months show a striking difference where the non-yellowing oil is used. Where there is yellowing in the bars of soap made by the same method from ordinary coconut oil, the newly developed oil shows no trace of discoloration. Further tests are now being conducted on various soaps.

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A report from acting commercial attache Nufer at Havana, Cuba, states that Customs Circular 982, effective March 30, provides that "scented shaving soap sticks" shall be classified under tariff item 105-R, as "toilet soaps, wrapped or unwrapped" at a rate to the United States of 30 cents per kilo plus 12 per cent ad valorem, instead of under item 106-B as "articles of perfumery for toilet uses not otherwise specified." This decreases the duty, which under the latter classification, was at a rate to the United States of 90 cents per kilo, plus 12 per cent ad valorem. The general surtax of 10 per cent of the import duty remains unchanged.

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Charles L. Read & Co., New York, has been appointed sales agent in the metropolitan district for Philadelphia Quartz Co. on distribution of its silicate of soda and sodium metasilicate. Read & Co. handles a general line of chemicals, as well as linseed oil and naval stores.

CHICAGO TRADE NOTES

THE joint golf auxiliary of the Chicago Perfumery, Soap and Extract Association and the Chicago Drug and Chemical Association has appointed Frank T. Robinson as secretary in charge of securing new memberships and his efforts are showing excellent results. Each Association has its own chairman, H. B. Elwell officiating for the Perfumers and A. C. Drury for the Drug and Chemical Association. The plans thus far announced indicate one tournament a month throughout the summer season, the first of which will be held on May 17th at Bunker Hill Golf Club.

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At the Ladies Night Dinner-Dance given by the Chicago Drug and Chemical Association on Thursday evening, April 28th, the newly elected president, William O'Neill of Emerson Drug Co., presented an engraved Hamilton watch to the retiring president, O. H. Raschke, of Victor Chemical Works. Dance music was supplied by Art Kassel's Orchestra and each lady yas presented with a souvenir in the form of a double deck of cards in a case. Arrangements were handled by a committee consisting of F. H. Thayer, Walter Kochs, A. G. Schneider and F. L. McCartney.

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Activities of the Chicago and Illinois Hairdressers Association continue to be energetic. At the meeting held on Monday, May 2nd, at the Hotel Sherman, living models were present to demonstrate a new process for the transformation of hair from one color to another.

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Chicago Perfumery, Soap and Extract Association held its Annual Spring Bowling Tournament at the Elks Club on the evening of Wednesday, April 27th. The alleys were filled with spirited competitors and the prizes were won as follows: First, Harry Spohr, of A. C. Drury & Co., Inc., with 554-48-506; second, A. M. Burgh, of Eunice Laboratories, with 521-21-500; third, Joseph De Lorme, of Riviera Products Co., with 511-138-373; and fourth, H. D. Crooks, Honorary Member, with 484-75-409. The affair was efficiently managed by the new committee with Paul H. Petit, of Lady Grey Co., chairman, assisted by R. A. Morris, of Orbis Products Trading Co.; A. J. Anderson, of Richard M. Krause, Inc.; H. Schwenneke, of Eureka Paper Box Corp., and James Stock, of Franco American Hygienic Co.

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Officers of American Drug Manufacturers' Association were re-elected at the twenty-first annual meeting held at White Sulphur Springs, West Virginia, April 18 to 21. These include: Nicholas H. Noyes, Eli Lilly Co., president; A. Homer Smith, Sharp & Dohme, Dr. A. C. Boylston, Mallinckrodt Chemical Works and Dr. John F. Anderson, E. R. Squibb & Sons, vice-presidents; and Franklin Black, Charles Pfizer & Co., treasurer. Discussion at the sessions centered around proposed tax legislation, the opinion of the membership being favorable to a low rate sales tax, with a broad base and no exceptions.

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Chemische Technologie der Neuzeit

A second edition of this important library of technical information regarding the chemical and allied industries. The revised volume IV of this series, recently issued, relates to the oil, fat, candle and soap industries. The subjects discussed in separate monographs include fats and oils, fatty acids, glycerin, candles, soap, washing. A feature of these monographs is their comparative brevity while covering the subject in a comprehensive manner. All sub-subjects are discussed but not in great detail. Thus for example the section on soaps a brief discussion of the fundamental principles of soap making, of the machinery required, of the raw materials used. The manufacture of the various types of special soaps is described in few words. More attention is paid to the washing action of soap. A more detailed discussion of the detergent action of soap is given in the special section, washing, which also embraces dry cleaning. The other sections of the book are treated in much the same manner, with the result that a great deal of specific information is contained within the less than 130 pages of the volume. The new edition of this technical library is being published by Verlag von Ferdinand Enke, Stuttgart, Germany.

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A. E. Rouech Soap Co., has been formed by Axel Gotberg to take over the soap manufacturing business formerly operated by A. E. Rouech who died several months ago. For the past three years Mr. Gotberg had been associated with Mr. Rouech. Among the products of the Detroit concern are liquid and shampoo soaps. In the reorganization plan another company, Irish Bouquet Soap Co., has been incorporated. It is planned for the latter company to take over the business of the Rouech company eventually.

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Recent changes in the Australian tariff reduce the rate on toilet, fancy and medicated soaps from 1s. per pound, or 45% ad valorem, to 6d. per pound, or 35% a. v. The rate on other soaps or compound detergents has been reduced from 40% to 30% ad valorem.

Niger Co. Profits Halved in 1931

Profits of £221,411 for the year 1931, against £491,016 for the previous 18 months, are reported by the Niger Co. There has also been received from Lever Bros., the controlling company, an allowance of £747,375 in respect of losses of the United Africa Co., against an allowance of £92,926 previously, of which £40,200 was in respect to redemption of a similar amount guaranteed debenture stock. A sum of £648,279 has been transferred to reserve against the investment in the United Africa Co., being the company's proportion of the estimated loss accrued to the end of 1931, leaving £134,107 to go forward, against £108,017.

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A Honduran Congressional Decree approved by the Executive on March 14 and effective 30 days thereafter, materially reduces the import duty on various raw materials for use in the manufacture of soap and candles, according to a report from U. S. Consul Smith at Tegucigalpa.

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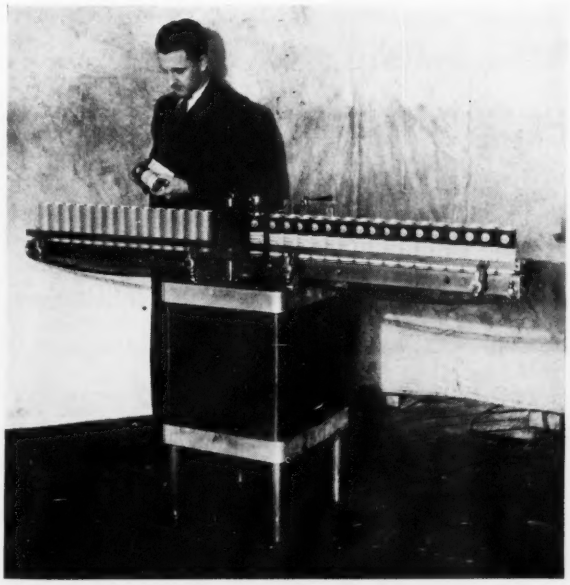
An international whaling pact, designed to prevent the extinction of whales by elimination of indiscriminate and wasteful slaughter, has been signed at Geneva, Switzerland, by representatives of United States, Great Britain, Norway and a number of other countries having important whaling industries.



A new labelling machine running on fibre cans. Applies labels full surface glued to straight line surface, flat, round or other contour. Fully automatic. Manufactured by J. L. Ferguson Co., Joliet, Ill.

Lever Bros. 1931 Profits Higher

Profits of Lever Bros. Co., Ltd., for 1931 totaled $30,556,460, which was $1,212,205 higher than the earnings for the previous year. The auditors state that the shares in and capital loans to subsidiaries and shares in allied companies show an average return of 9.7 per cent for the year on their book value. This compares with 9.3 per cent a year ago. Dividends on the various classes of shares and stocks absorb $26,941,190. The ordinary dividend is maintained at 10 per cent. The total valuation of the assets is $358,795,240, which shows little variation from the total of a year ago.

F. D'Arcy Cooper, chairman of Lever Bros., Ltd., gave some very interesting figures in his speech to stockholders at the annual meeting of Lever Brothers, just held at Port Sunlight. The turnover of the company in 1931 amounted to $303,174,735, against $333,487,905 in 1930. The reduction was due not to reduced tonnage, which in fact was up by 48,965 long tons, but to lower values.

Mr. Cooper declared that the sales of soap both in Britain and abroad once again showed an increase, although a small one, and in the United Kingdom sales of Lever soaps established a new high record. The total profit from export sales was $14,229,700, an increase of $3,793,950. The profits from the Continent of Europe showed a decrease of $810,000; Australasia, $280,000, and India and China, $185,000. On the other hand, Africa showed an increase of $70,000, and America and Canada's increase was over $5,000,000.

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A report from vice consul Atherton at El Salvador, states that a new soap factory for the production of toilet and laundry soaps, for the home market commenced operations recently. The equipment consists of a four-horsepower wood-burning boiler, a 100 pound and a 200 pound steam jacket (copper pots), an electrically operated plodder and a foot-operated soap press. The foregoing were purchased in the United States. Other equipment such as metal vats, etc., were made locally. The capacity of the plant is not stated by the promoters.

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Imports of crude glycerine into United States during February, 1932, amounted to 289,547 pounds, worth $12,268. Imports of refined glycerine were 138,835 pounds, worth $9,885.

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Corn Products Refining Co. reports a net income of $2,111,173 for the first quarter of 1932, as compared with $2,389,379 in the corresponding quarter of 1931.

PERSONAL AND IMPERSONAL

H. A. Masterson, for a number of years with the purchasing division of the Procter & Gamble Co., Cincinnati, resigned his connection with the company late in April. H. A. Heller is now directing the work of this division.

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J. M. Harris has been made a vice-president of the Latherizer Corp., New York, in charge of soap production. The company manufactures a special lathering device for shaving soaps. Mr. Harris was formerly superintendent of a soap plant in Mexico.

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Farwest Soap Co. has been established at Seattle, Wash., for the manufacture of soap powder and detergents by the spray process. The plant will turn out 200 tons of soap powder per month. The plant comprises three floors and 32,500 square feet, equipped with eight kettles, steam plant, rail siding, etc. The soap will be sold chiefly to the laundry trade in the far west. W. A. Hutton, who developed the type of spray process being used, is president of the firm. B. G. Schultz is treasurer and W. N. Sanford, secretary.

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Theo. B. Robertson Products Co., Chicago, in celebration of its twenty-fifth anniversary, has issued a "Silver Anniversary Number" catalog. Prices and specifications are given on its complete line of soaps, cleansers, disinfectants, brushes and other sanitary supplies.

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George A. Schmidt, son of George A. Schmidt, Sr., founder of Geo. A. Schmidt Co., Chicago, who died recently after a protracted illness, was connected with the soap department of Benzoline Motor Fuel Co., Chicago. His early training was received under his father, but he had not been connected with Geo. A. Schmidt Co. for the past ten years. At the time of his death, Mr. Schmidt was forty-five years of age. He is survived by his brother, F. R. Schmidt, who is now at the head of the Geo. A. Schmidt Co.

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Henry Stutz, St. Louis alderman, visiting last month at the plant of the Iowa Soap Co., Burlington, Iowa, is reported to have sneezed while peering into a kettle of boiling soap and to have lost a section of his false teeth in the kettle. The Chamber of Commerce of that city has offered a reward for the return of the bar of soap containing the teeth.

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Record profits were earned last year by Joseph Crosfield & Sons, British soap manufacturing concern, which has a capital of £4,900,000, and numbers among its subsidiaries the Erasmic Co., a well-known soap and toiletry manufacturer. From £598,458 in the previous accounting period, which covered thirteen months, profits for 1931 advanced to £680,072, the increase on an annual basis being £127,649. The dividend on the ordinary stock, all of which is held by Associated Enterprises, a subsidiary of Lever Bros., is doubled at 30 per cent.

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Pittsburgh Chemical Corp., New York, makers of specialized compounds for industrial uses, has changed its name to Pittsburgh Cleanser Corp. The offices have been moved to 571 Flushing avenue, Brooklyn.

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Walter W. Janin, who retired five years ago after a number of years as a salesman for the Colgate line, died early last month at his home in New Orleans. Death, the result of a paralytic stroke, came in his sixtieth year.

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Hulman & Co., Terre Haute, Ind., makers of "Presto-White," cleanser and water softener, are introducing two new packages of their product in 12 oz. and 32 oz. sizes.

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A new "Pine Oil Shampoo" is being introduced by Helena Hair Preparations, New York.

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Newly elected directors of McKesson & Robbins, Inc., are George M. Moffett, president of Corn Products Refining Co., and Harvey D. Gibson, head of Manufacturers Trust Co.

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Pond's Extract Co. is reported to be opening a new factory at Perivale, near Ealing, Middlesex, England.

General offices of Cudahy Packing Co. were moved, April 25th, to 221 N. La Salle street, Chicago.

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John R. Mitchell & Son, makers of laundry and toilet soaps, are now located at 51 Murray street, New York City. The concern was formerly at 46 Eagle street, Brooklyn.

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Lee H. Bristol, vice-president of Bristol-Myers Co., has been made chairman of the advertisers committee for the advertising and publicity division of the Washington Bicentennial Celebration.

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At a meeting of the directors of Coty, Inc., April 21st, Francois Coty was elected president in addition to being chairman of the board. Two new directors have been named, Alphee Dubois and John J. Rudolph, succeeding Serge Heftler and Georges J. Sabran.

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Independent Druggists' Alliance of America opened a Chicago unit, comprising 225 stores, late in April. William Wagner is in charge of purchasing for the Chicago group.

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The teams representing Colgate-Palmolive-Peet Co. and E. R. Squibb & Sons in the Wholesale Drug Trade Bowling Association of New York were nosed out for the championship by the Church & Dwight Co. team which clinched the title with three wins on the evening of April 28th. The final standings found the Church & Dwight team with 27 games won and 15 lost, with the Squibb and Colgate-Palmolive-Peet teams each having 26 wins and 16 losses.

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Thomas J. McHugh, president of Vadsco Sales Corp., New York, died at his Westwood, N. J., home, April 26th, following a heart attack. He was fifty-two years old and had long been a well-known figure in the toilet goods field.

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Waltke Soap Co., Gretna, La., makers of a general line of soaps, are reported to be out of business.

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William G. Ungerer, president of Ungerer & Co., New York, at the time of his death, February 27, 1930, left an estate of $910,504 gross, $807,922 net.

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In a statement made public May 2d, Theodore Swann, president of Swann Corp., Birmingham, Ala., announced a program of expansion which will involve opening five new sales offices in Boston, Baltimore, Pittsburgh, Charlotte and Dallas, and placing of sales representatives in ten other cities, Albany, Harrisburg, Camden, Cleveland, Louisville, Knoxville, Memphis, Atlanta, Jacksonville and New Orleans. The sales force will be increased by more than fifty per cent. It is stated that the expansion program is not based on mere hopes, but follows a thoroughgoing survey of the chemical needs of industry in every part of the United States.

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R. R. Deupree, president of Procter & Gamble Co., and C. J. Huff, sales manager, sailed for England recently to visit the company's English subsidiary, Thomas Hedley & Co., Ltd., Newcastle. It is reported that enlargement of the company's facilities in England is contemplated.

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Arthur W. Stanley, president and treasurer of J. O. Draper Co., Pawtucket, R. I., died early last month at the age of eighty-four after a protracted illness. Mr. Stanley first came to Pawtucket in 1867, becoming associated with the Draper & Atwood Soap Manufacturing Co., which later became the J. O. Draper Soap Co. Mr. Stanley was a direct descendant of Governor William Bradford of the Massachusetts Colony. He is survived by his wife, two sons, two daughters and eight grandchildren.

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Arthur W. Wilkinson, treasurer and general manager of Sterling Products Co., Easton, Pa., laundry specialties, has resigned and disposed of a substantial part of his interest in the company to Howard B. Bishop, president. The concern was formed by the two men in Brooklyn, almost twenty-five years ago. Mr. Wilkinson is secretary of the Laundry and Cleaners Allied Trades Association.

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Lever Bros., Ltd., have been unsuccessful in preventing the use by Umberto Pizzuti and Dan Inicelle, Windsor, Ont., of the mark "Sunrise" used on a washing fluid. Lever Bros. own the "Sunlight" trademark, under which they have sold soap for over forty years. In dismissing the Lever claim, Justice Anger, in the Exchequer Court of Canada, ruled that the label used by the Windsor company is so different in appearance, coloring, lettering, and subject matter that it cannot be considered as calculated to deceive.

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James Stanley Co., New York, soaps, polishes and cleaning compounds, formerly located at 430 West 29th street, has recently occupied new quarters at 650 West 30th street.

CONTRACTS AWARDED

General Soap Co., San Francisco, has been awarded the contract to supply the U. S. Army Fort Mason quartermaster with a quantity of soap powder at a price of 2.79c lb. in a recent bidding. Newell-Gutradt Co., San Francisco, was awarded the contract for a quantity of salt water soap at a price of 2.19c. The San Francisco Branch of Los Angeles Soap Co. received the contract for a quantity of fine scouring soap at a price of 2.7c.

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The following bids were entered in a recent bidding on 164,000 lbs. soap powder for U. S. Navy Dept. bureau of supplies and accounts; the material to be shipped to New York: Armour & Co., Chicago, 1.96c lb.; Colgate-Palmolive-Peet Co., Chicago, 2.52c; George E. Marsh Co., Lynn, Mass., 2.28c; Procter & Gamble Distributing Co., Cincinnati, 2.52c; and Swift & Co., Chicago, 3.253c. On 164,000 lbs. soap powder for San Francisco the following bids were submitted: Armour & Co., Chicago, 2.52c; Colgate-Palmolive-Peet Co., Chicago, 3.05c; General Soap Co., San Francisco, 2.88c; Golden Eagle Soap Co., San Francisco, 2.875c; George E. Marsh Co., Lynn, 2.58c; Procter & Gamble Distributing Co., Cincinnati, 3.05c; and Swift & Co., Chicago, 3.413c.

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In a recent Fort Mason, Calif., U. S. Army quartermaster's bidding Newell-Gutradt Co., San Francisco, was awarded the contract for a quantity of castile soap at 8.2c lb. and a quantity of scouring soap at 2c lb. McKesson-Langley-Michaels Co., San Francisco, was awarded an allotment of flake naphthalene at 3.9c. Braun-Knecht-Heimann Co., San Francisco, was successful bidder on a quantity of soda ash with a quotation of 1.65c; W. P. Fuller & Co., San Francisco, was awarded a contract for metal polish at 12c.

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In a recent Fort Sam Houston, Texas, U. S. Army quartermaster's bidding on 250,020 lbs. laundry soap, Colgate-Palmolive-Peet Co., Chicago, was awarded the contract on a quotation of 2.916c. Other bids and bidders were: Armour & Co., San Antonio, Tex., 2.935c; Procter & Gamble Distributing Co., Dallas, Tex., 3.37c; Cudahy Packing Co., Chicago, 7c; Newell-Gutradt Co., San Francisco, 3.297c; Swift & Co., San Antonio, Tex., 3.49c; Iowa Soap Co., Burlington, Iowa, 3.8c; General Soap Co., San Francisco, 3.8c.

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General offices of Cudahy Packing Co. were moved, April 25th, to 221 N. La Salle street, Chicago.

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John R. Mitchell & Son, makers of laundry and toilet soaps, are now located at 51 Murray street, New York City. The concern was formerly at 46 Eagle street, Brooklyn.

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Lee H. Bristol, vice-president of Bristol-Myers Co., has been made chairman of the advertisers committee for the advertising and publicity division of the Washington Bicentennial Celebration.

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At a meeting of the directors of Coty, Inc., April 21st, Francois Coty was elected president in addition to being chairman of the board. Two new directors have been named, Alphee Dubois and John J. Rudolph, succeeding Serge Heftler and Georges J. Sabran.

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Independent Druggists' Alliance of America opened a Chicago unit, comprising 225 stores, late in April. William Wagner is in charge of purchasing for the Chicago group.

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The teams representing Colgate-Palmolive-Peet Co. and E. R. Squibb & Sons in the Wholesale Drug Trade Bowling Association of New York were nosed out for the championship by the Church & Dwight Co. team which clinched the title with three wins on the evening of April 28th. The final standings found the Church & Dwight team with 27 games won and 15 lost, with the Squibb and Colgate-Palmolive-Peet teams each having 26 wins and 16 losses.

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Thomas J. McHugh, president of Vadsco Sales Corp., New York, died at his Westwood, N. J., home, April 26th, following a heart attack. He was fifty-two years old and had long been a well-known figure in the toilet goods field.

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Waltke Soap Co., Gretna, La., makers of a general line of soaps, are reported to be out of business.

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William G. Ungerer, president of Ungerer & Co., New York, at the time of his death, February 27, 1930, left an estate of $910,504 gross, $807,922 net.

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In a statement made public May 2d, Theodore Swann, president of Swann Corp., Birmingham, Ala., announced a program of expansion which will involve opening five new sales offices in Boston, Baltimore, Pittsburgh, Charlotte and Dallas, and placing of sales representatives in ten other cities, Albany, Harrisburg, Camden, Cleveland, Louisville, Knoxville, Memphis, Atlanta, Jacksonville and New Orleans. The sales force will be increased by more than fifty per cent. It is stated that the expansion program is not based on mere hopes, but follows a thoroughgoing survey of the chemical needs of industry in every part of the United States.

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R. R. Deupree, president of Procter & Gamble Co., and C. J. Huff, sales manager, sailed for England recently to visit the company's English subsidiary, Thomas Hedley & Co., Ltd., Newcastle. It is reported that enlargement of the company's facilities in England is contemplated.

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Arthur W. Stanley, president and treasurer of J. O. Draper Co., Pawtucket, R. I., died early last month at the age of eighty-four after a protracted illness. Mr. Stanley first came to Pawtueket in 1867, becoming associated with the Draper & Atwood Soap Manufacturing Co., which later became the J. O. Draper Soap Co. Mr. Stanley was a direct descendant of Governor William Bradford of the Massachusetts Colony. He is survived by his wife, two sons, two daughters and eight grandchildren.

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Arthur W. Wilkinson, treasurer and general manager of Sterling Products Co., Easton, Pa., laundry specialties, has resigned and disposed of a substantial part of his interest in the company to Howard B. Bishop, president. The concern was formed by the two men in Brooklyn, almost twenty-five years ago. Mr. Wilkinson is secretary of the Laundry and Cleaners Allied Trades Association.

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Lever Bros., Ltd., have been unsuccessful in preventing the use by Umberto Pizzuti and Dan Inicelle, Windsor, Ont., of the mark "Sunrise" used on a washing fluid. Lever Bros. own the "Sunlight" trademark, under which they have sold soap for over forty years. In dismissing the Lever claim, Justice Anger, in the Exchequer Court of Canada, ruled that the label used by the Windsor company is so different in appearance, coloring, lettering, and subject matter that it cannot be considered as calculated to deceive.

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James Stanley Co., New York, soaps, polishes and cleaning compounds, formerly located at 430 West 29th street, has recently occupied new quarters at 650 West 30th street.

CONTRACTS AWARDED

General Soap Co., San Francisco, has been awarded the contract to supply the U. S. Army Fort Mason quartermaster with a quantity of soap powder at a price of 2.79c lb. in a recent bidding. Newell-Gutradt Co., San Francisco, was awarded the contract for a quantity of salt water soap at a price of 2.19c. The San Francisco Branch of Los Angeles Soap Co. received the contract for a quantity of fine scouring soap at a price of 2.7c.

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The following bids were entered in a recent bidding on 164,000 lbs. soap powder for U. S. Navy Dept. bureau of supplies and accounts; the material to be shipped to New York: Armour & Co., Chicago, 1.96c lb.; Colgate-Palmolive-Peet Co., Chicago, 2.52c; George E. Marsh Co., Lynn, Mass., 2.28c; Procter & Gamble Distributing Co., Cincinnati, 2.52c; and Swift & Co., Chicago, 3.253c. On 164,000 lbs. soap powder for San Francisco the following bids were submitted: Armour & Co., Chicago, 2.52c; Colgate-Palmolive-Peet Co., Chicago, 3.05c; General Soap Co., San Francisco, 2.88c; Golden Eagle Soap Co., San Francisco, 2.875c; George E. Marsh Co., Lynn, 2.58c; Procter & Gamble Distributing Co., Cincinnati, 3.05c; and Swift & Co., Chicago, 3.413c.

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In a recent Fort Mason, Calif., U. S. Army quartermaster's bidding Newell-Gutradt Co., San Francisco, was awarded the contract for a quantity of castile soap at 8.2c lb. and a quantity of scouring soap at 2c lb. McKesson-Langley-Michaels Co., San Francisco, was awarded an allotment of flake naphthalene at 3.9c. Braun-Knecht-Heimann Co., San Francisco, was successful bidder on a quantity of soda ash with a quotation of 1.65c; W. P. Fuller & Co., San Francisco, was awarded a contract for metal polish at 12c.

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RECORD OF TRADE-MARKS

The following trade-marks were published in the April issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

Creme Shavelle—This in solid letters describing shaving cream. Filed by Frank C. Reilly, New York, Feb. 1, 1932. Claims use since Apr. 6, 1924.

Pennant—This in solid letters describing dry cleaning soap. Filed by Davies-Young Soap Co., Dayton, Ohio, Feb. 15, 1932. Claims use since Dec. 1, 1931.

Tri-Klor-Sol—This in solid letters describing liquid dry cleaning soap. Filed by Davies-Young Soap Co., Dayton, Feb. 15, 1932. Claims use since Dec. 1, 1931.

Zor-O-Sol—This in solid letters describing liquid dry cleaning soap. Filed by Davies-Young Soap Co., Dayton, Feb. 15, 1932. Claims use since Dec. 1, 1931.

Carton carrying two horizontal contrasting stripes describing soap. Filed by Polk Miller Products Corp., Richmond, Va., Feb. 15, 1932. Claims use since 1919.

Sepsan—This in solid letters describing cleansing preparation, disinfectant and deodorant. Filed by Sepsan Products Co., New London, Conn., Feb. 6, 1932. Claims use since Oct. 1, 1930.

Fly-War—This in outlined letters describing liquid insecticide. Filed by Fly-War Laboratory, Greenfield, Ind., Feb. 17, 1932. Claims use since Feb. 3, 1932.

Beu—This in speckled letters describing mosquito repellant. Filed by Beu Laboratories, Louisville, Ky., Feb. 18, 1932. Claims use since June 1, 1931.

Jungle Juice—This in solid letters with drawing of insect, describing mosquito repellant. Filed by Beu Laboratories, Louisville, Ky., Feb. 18, 1932. Claims use since June 1, 1931.

Whoopee—This with drawing of aeroplane and insects describing insecticide. Filed by Mathews Nelson, Tulsa, Okla., Feb. 29, 1932. Claims use since June, 1929.

Cop-O-Zin—This in solid letters describing antiseptic. Filed by Goudre Laboratories, Brooklyn, Jan. 9, 1932. Claims use since Oct 24, 1931.

Co-ed—This in solid letters describing toilet soap. Filed by Holman Soap Co., Chicago, Feb. 25, 1932. Claims use since July, 1919.

Beachrite—This in outline letters describing detergents. Filed by Beach Soap Co., Lawrence, Mass., Mar. 7, 1932. Claims use since August, 1931.

Usan Spray—This in solid letters describing insecticides and deodorants. Filed by Davenport's Sanitary Service, Ridgewood, N. Y., Oct. 12, 1931. Claims use since August 1, 1931.

D. S. S.—This in solid letters describing insecticides and deodorants. Filed by Davenport's Sanitary Service, Ridgewood, N. Y., Oct. 12, 1931. Claims use since June 1, 1930.

Black Eagle—This in solid letters with drawing of eagle, describing rat, insect and vermin exterminator. Filed by B. & B. Exterminators, Inc., Baltimore, Jan. 5, 1932. Claims use since Nov. 15, 1931.

Vermikil—This in solid letters describing insecticide. Filed by Hampton D. Gossard, Wichita, Kans., Feb. 15, 1932. Claims use since Jan. 1, 1932.

Sy-Lac—This in outline letters describing dentifrice. Filed by Anacin Co., Chicago, Feb. 23, 1932. Claims use since Jan. 23, 1932.

Westochlor—This in solid letters describing disinfectant and deodorant. Filed by West Disinfecting Co., L. I. City, N. Y., Feb. 24, 1932. Claims use since Nov. 30, 1931.

Denti-Kem—This on reverse plate describing tooth powder. Filed by Denti-Kem Co., St. Louis, Feb. 25, 1932. Claims use since Feb. 12, 1932.

Lav-o-dent—This in script describing antiseptic mouth wash. Filed by J. Ernest Hill, Houston, Tex., Nov. 14, 1931. Claims use since Oct. 24, 1931.

Siloam—This in solid letters describing shampoo. Filed by Duart Mfg. Co., San Francisco, Feb. 10, 1932. Claims use since Jan. 1, 1932.

Dandiodine—This in solid letters describing antiseptic-germicide. Filed by Louis Philippe, New York, Feb. 20, 1932. Claims use since November, 1931.

Mercuropowd—This in solid letters describing antiseptic-germicide. Filed by Louis Philippe,

New York, Feb. 20, 1932. Claims use since November, 1931.

Mercurosalve—This in solid letters describing antiseptic-germicide. Filed by Louis Philippe, New York, Feb. 20, 1932. Claims use since February, 1930.

Poudriodine—This in solid letters describing antiseptic-germicide. Filed by Louis Philippe, New York, Feb. 20, 1932. Claims use since March, 1931.

Alta-Co—This in solid letters describing disinfectant and deodorizer. Filed by C. B. Dolge Co., Westport, Conn., March 2, 1932. Claims use since 1911.

Septichlor—This in solid letters describing antiseptic, disinfectant and deodorant. Filed by North Metal and Chemical Co., York, Pa., Mar. 18, 1932. Claims use since Apr. 8, 1929.

Trade Marks Granted

292,544. Metal Polish. Hardware & Plumbing Supply Corporation of Weil Bros., New York. Filed October 6, 1931. Serial No. 319,777. Published December 29, 1931. Class 4.

292,575. A Disinfectant, Deodorant, Germicide, and Insecticide. Southern Drug Co., Shreveport, La. Filed December 12, 1931. Serial No. 322,067. Class 6.

292,635. Fly Electrocuters. Faith Mfg. Co., Chicago. Filed November 23, 1931. Serial No. 321,423. Published January 5, 1932. Class 21.

292,802. Antiseptic. Kenneco Corp., New York. Filed December 4, 1931. Serial No. 321,769. Published January 12, 1932. Class 6.

292,824. Oil Shampoo. Robert J. Kideney, Ontario, Calif. Filed November 4, 1931. Serial No. 320,784. Published December 29, 1931. Class 6.

292,826. Shampoo. C. W. Beggs, Sons & Co., Chicago. Filed November 4, 1931. Serial No. 320,844. Published December 29, 1931. Class 6.

292,828. Insecticides, Germicides, and Fungicides. California Spray-Chemical Corp., Berkeley, Calif. Filed November 7, 1931. Serial No. 320,887. Published December 29, 1931. Class 6.

292,876. Insecticides, Germicides, and Fungicides. California Spray-Chemical Corp., Berkeley, Calif. Filed November 23, 1931. Serial No. 321,419. Published January 5, 1932. Class 6.

292,878. Liquid and Powder Insecticides Shane Chemical Co., Brooklyn. Filed November 24, 1931. Serial No. 321,478. Published January 5, 1932. Class 6.

292,880. Insecticides, Germicides, and Fungicides. California Spray-Chemical Corp., Berkeley, Calif. Filed November 23, 1931. Serial No. 321,513. Published January 5, 1932. Class 6.

292,917. Insecticide. Ace Manufacturing Co., Laredo, Tex. Filed September 8, 1931. Serial No. 318,818. Published January 5, 1932. Class 6.

292,983. Insecticides and Fungicides. Sherwin-Williams Co., Cleveland. Filed November 20, 1931. Serial No. 321,362. Published January 12, 1932. Class 6.

292,988. Tooth Powder. Kln-Aid Laboratories, El Paso, Tex. Filed November 24, 1931. Serial No. 321,470. Published January 19, 1932. Class 6.

293,015. Shaving Soap. Los Angeles Soap Co., Los Angeles. Filed November 25, 1931. Serial No. 321,497. Published January 12, 1932. Class 4.

293,016. Soap. Los Angeles Soap Co., Los Angeles. Filed November 25, 1931. Serial No. 321,498. Published January 12, 1932. Class 4.

293,055. Cleaning and Polishing Powder. Bon Ami Co., New York. Filed July 21, 1931. Serial No. 317,146. Published January 12, 1932. Class 4.

293,061. Washing Powder. Spedwash Compound Co., Sioux City, Iowa. Filed August 7, 1931. Serial No. 317,833. Published January 12, 1932. Class 4.

293,074. Soap. McKesson & Robbins, Inc., Bridgeport, Conn. Filed August 7, 1931. Serial No. 317,773. Published January 12, 1932. Class 4.

293,075. Soap. McKesson & Robbins, Inc., Bridgeport, Conn. Filed August 7, 1931. Serial No. 317,774. Published January 12, 1932. Class 4.

293,076. Powdered Cleaning Compound. Heider Industrial Chemical Co., Columbus, Ohio. Filed September 23, 1931. Serial No. 319,324. Published January 12, 1932. Class 4.

293,077. Liquid Cleanser. Caled Products Co., Cottage City, Brentwood, Md. Filed October 1, 1931. Serial No. 319,608. Published January 19, 1932. Class 4.

293,080. Soaps. Van Camp Oil Co., New York, Filed November 23, 1931. Serial No. 321,451. Published January 19, 1932. Class 4.

293,095. Soaps. Lanman & Kemp-Barclay & Co., New York. Filed November 17, 1931. Serial No. 321,209. Published January 26, 1932. Class 4.

293,103. Prepared Liquid Wax. Davies-Young Soap Co., Dayton, Ohio. Filed November 25, 1931. Serial No. 321,488. Published January 26, 1932. Class 16.

293,106. Detergent Compounds. Alden Speare's Sons Co., Cambridge, Mass. Filed November 27, 1931. Serial No. 321,514. Published January 26, 1932. Class 4.

293,108. Soaps. Van Camp Oil Co., New York. Filed November 27, 1931. Serial No. 321,553. Published January 26, 1932. Class 4.

293,169. Cleaning Compound. Solvay Process

Co., Syracuse. Filed May 14, 1931. Serial No. 314,583. Published January 26, 1932. Class 4.

293,253. Insecticides. City Exterminators Co., New York. Filed November 23, 1931. Serial No. 321,420. Published January 19, 1932. Class 6.

293,259. Antiseptic Tubex Co., New York. Filed December 8, 1931. Serial No. 321,920. Published February 2, 1932. Class 6.

293,278. Shampoo Soap. Louise Beatrice Stone, Chicago. Filed October 4, 1930. Serial No. 306,475. Published November 25, 1930. Class 4.

293,285. Antiseptic, and Deodorant Compound. Lambert Pharmacal Co., Wilmington. Filed December 17, 1930. Serial No. 309,088. Published January 26, 1932. Class 6.

293,324. Liquid Washing Compound. Romar Products Co., Springfield, Mass. Filed October 5, 1931. Serial No. 319,739. Published February 2, 1932. Class 6.

293,475. Shaving Soap. J. B. Williams Co., Glastonbury, Conn. Filed November 9, 1931. Serial No. 320,961. Published January 26, 1932. Class 4.

293,488. Silver Polish. R. M. Nevins Co., Peoria, Ill. Filed December 7, 1931. Serial No. 321,888. Published February 9, 1932. Class 4.

293,489. Soap. H. Kohnstamm & Co., New York. Filed December 9, 1931. Serial No. 321,956. Published February 9, 1932. Class 4.

293,506. Cleaning Preparation. Flash Chemical Co., Cambridge, Mass. Filed December 9, 1927. Serial No. 258,679. Published June 18, 1929. Class 4.

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Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of Foreign Trade Opportunity in writing.

55,116	Dentifrices and toilet preparations	Italy	Agency
55,346	Laundry soaps	Dominican Republic	Sole Agency
55,379	Toilet soaps, shaving Cream, etc.	Czecho-slovakia	Agency
55,446	Rosin and caustic soda for laundry soap manufacture	Brazil	Agency
55,511	Toilet soaps	Egypt	Agency or
55,644	Soaps	China	Purchase

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Consolidated Sales Co., Muskogee, Okla., makers of asphalt products, has recently added to its line new products which include soaps, polishes and janitors' supplies.

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADE-MARK CAUSES

815 15th St., N. W., Washington, D. C.

Complete copies of any patents or trade-mark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-mark Law will also be freely answered by these attorneys.

No. 1,847,437, Detergent, Patented March 1, 1932, by Abraham Moscowitz, Jersey City, N. J. A detergent comprising 50 to 70 per cent, dry basis, of the potassium and triethanolamine soaps of acids selected from the fatty acids, between 40 to 75 per cent of the total soaps present, dry basis, being the triethanolamine soap of the selected fatty acids, not less than 4 per cent of water, and an alcohol of not exceeding three carbon atoms in amount sufficient to render the detergent optically transparent.

No. 1,848,016, Metal Cleaning Compound, Patented March 1, 1932, by Grinnell Jones, Cambridge, Mass. A composition of matter for cleaning metal, comprising an intimate mixture of a metal, an acid, and a chemically reactive agent adapted to form inodorous compounds with the odorous reaction products.

No. 1,849,535, Laundry Scouring Composition and Method, Patented March 15, 1932, by Robert A. Phair, Allendale, N. J., assignor to H. Kohnstamm & Co., Inc., New York, N. Y. A laundry souring composition including a silicofluoride and an aniline blue.

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At a meeting of the board of directors of Monsanto Chemical Works in St. Louis, two new assistant vice-president were elected: Frederick B. Langreck, plant manager at Monsanto, Illinois; and Harvey M. Harker, assistant general manager of sales and director of purchases. All former officers were re-elected.

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Wilson & Bennett Mfg. Co. announces the removal of its New York offices to and the establishment of its own warehouse at 437 Third street, Jersey City, N. J. The New Jersey telephone number is Montgomery 5-2340, the New York number remaining unchanged, Cortlandt 7-0231. An enlarged and diversified stock of containers will be carried at the new distributing point.

Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of May* 10, 1932)

NEW YORK—The trend of prices for essential oils and aromatic chemicals continued downward this period, with a number of price reductions and no advances being reported. Weakness was felt in both local and primary markets. Sellers reported that users continued to be interested in small quantities only. There were no new developments of any particular importance, with the market maintaining a very quiet tone. During the period announcement was made of the appointment of an American agent for the Italian Bergamot Consortium, but to date the expected revised price schedule has not appeared.

Oil Anise

Anise oil prices have been reduced to a basis of 34c to 36c a pound, this period, as the result of lower offers from primary markets. This brings the price of this oil down to the level current before the speculative advance caused by the recent political difficulties in China.

Oil Bergamot

A New York concern has been appointed as the exclusive agent for the sale of products of the Italian Bergamot Consortium in United States, but to date no new price schedule has appeared, and there is no assurance as to just what effect the new plan will have on Bergamot oil prices. The current quotation is still $1.85 to $2.00 a pound, with the market exhibiting a weak undertone.

Oil Cassia

Lower quotations on replacements and movements in the exchange favorable to buyers were responsible for further slight reductions in the price of Cassia oil this period.

Oil Citronella

Ceylon oil quotations for spot oil were reduced

this period in spite of the fact that little oil is reported available for immediate shipment. Freer offerings were made for future shipment from primary markets, however. Current quotations in the local market now stand at 30c to 32c pound. There is a spread of almost 20c a pound between prices on Ceylon and Java oil, the latter holding at 49c to 50c pound.

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Eric Coupey, New York essential oil broker, announces that he has been appointed exclusive American and Canadian agent for Destilaciones Bordas Chinchurreta of Seville, Spain, large shippers of Spanish oils, for sales only through the regular essential oil trade.

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Arthur W. Mudge, a well-known figure in the essential oil and aromatic chemical field, has been put in charge of sales of raw materials for the perfume, toilet preparation and flavoring extract industries for the fine chemicals division of E. I. du Pont de Nemours & Co.

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A Russian factory for the production of essential oils has been completed at Leningrad, the output of which will reach over 10,000 pounds of oils annually.

The Italian Consortium of Producers of Bergamot, Reggio Calabria, Italy, has announced the appointment of Francesco Ragno, New York, as exclusive agent for the United States. For the past seven years Mr. Ragno has represented Scagliola & Romeo, citrus oils, in United States.

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Exports of toilet or fancy soap from United States during February, 1932, totaled 349,790 lbs., worth $55,635, as against 459,233 lbs., valued at $90,724, in the same month last year. Exports of laundry soap were 1,692,341 lbs., worth $94,163, in February, 1932, as compared with 3,015,039 lbs., valued at $177,759, in February of 1931.

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Latherizer Sales Co., New York, advises that it has taken over the assets of Latherizer Corp., makers of a sanitary latherizer.

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Exports of gum rosin from United States during February, 1932, totaled 59,685 500-lb. barrels, valued at $336,896, with shipments of wood rosin for the same period totaling 6,982 barrels, worth $38,920.

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Van Ess Laboratories, Chicago, makers of liquid soaps, shampoos and toilet preparations, moved recently to 8100 McCormick Blvd.

Say you saw it in SOAP!

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of May* 10, 1932)

NEW YORK—The market for soap and disinfectant chemicals was comparatively inactive during the recent period. Withdrawals on contract were slightly under normal, the spot market was quiet, and prices underwent little change. Shipments of alkalis were running under the totals of a year ago, although deliveries to the soap industry showed but little change. The glycerine market felt the effect of competition, particularly on crude grades. In the rosin market lower prices were the rule under the stimulus of heavier receipts, slackened buying for foreign account, and consequent increase in stocks. A more active call was reported by manufacturers on naphthalene and paradichlorbenzene, this expansion in demand being of a seasonal nature.

ALKALIS

Shipments of alkalis continue to run slightly under the totals for a year ago, there being little buying except for immediate use. Quotations are unchanged.

GLYCERINE

Competition continued to characterize the glycerine market this period, the stimulus coming this time from sellers of crude rather than the chemically pure grade. A willingness to reduce quotations was found whenever business of moderate proportions developed. The current market on saponification glycerine is 5c to 5¼c lb., with soaps lye at 4c to 4⅛c. lb., both representing reductions from prices quoted last month. C. P. holds at 10¾ to 11c lb., with dynamite at 8 to 9½c.

NAVAL STORES

Quotations on the various grades of gum and wood rosin moved downward during the period just closed, the declining tendency being particularly apparent in the lighter grades. The price drops were traceable to heavier receipts of these

Say you saw it in SOAP!

grades, coupled with inactivity on the part of domestic and foreign buyers. The closing schedule follows: gum rosin, Grade B, $3.20; H, $4.00; K, $4.25; N, $5.60; WG, $5.65; WW, $5.80; wood rosin, $3.63 to $3.83.

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A report from U. S. Ambassador Guggenheim at Havana, Cuba, states that a recent decree, provides that residues, the products of the refining of cottonseed oil, containing not more than 60 per cent of fatty acids, when imported from the United States, shall pay a duty of $0.50 per 100 kilos.

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Mathieson Alkali Works reports a net income of $250,285 for the first three months of 1932, equal to 32c a share on the common stock. This compares with $297,403, or 39c a share, in the first quarter of 1931. The slight decline represents a decline in tonnage shipments, as it is reported that prices have held firm.

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Stocks of crude cottonseed oil on hand in United States as of March 31, 1932, totaled 129,328,419 pounds, as against 71,148,309 pounds held on the same date in 1931. Stocks of refined oil were 682,486,502 pounds on March 31, 1932, as against 493,759,990, March 31, 1931.

—o—

Bangalore Soap Factory Reports

THE Government Soap Factory of the City of Bangalore, Hysore District, India, is described in the Municipal Handbook of the City of Bangalore, recently issued. The early history of the plant and its present operation are reviewed as follows: "After a number of preliminary experiments in 1917, the government decided to start a modern soap factory at Bangalore. A modern plant with a modest output of soap by the boiling process was obtained from England in 1918 and was installed in a small building. In the early stages, only one variety of a pure household soap equal in every way to a very popular imported variety was manufactured. Very soon after this, experiments to manufacture high class milled toilet soaps were undertaken and in November, 1918, the first Mysore toilet soap was placed on the market. Even though the finish and the mode of packing left much to be desired in the early stages, public encouragement was not lacking owing to the intrinsic merit of the article produced. These defects were gradually removed as more and more experience was gained. The factory always aimed at high quality and the Government operators were also of the opinion that anything manufactured at their

(*Turn to Page* 63)

Market Report on

TALLOW, GREASES AND OILS

(*As of May* 9, 1932)

NEW YORK—Lack of buying continued to depress prices in the market for soapmaking oils, fats and greases during the period just concluded. The general trend of the market was strongly downward, almost every item in the list declining fractionally during the past four weeks. Buyers showed little interest, taking only small lots for current use. Coconut oil prices fell abruptly in all markets, with copra quotations also showing weakness. Corn oil prices dropped as a result of lower prices on grain and competing oils. A bearish tendency was noted in the cotton oil market, which was influenced by the downward trend in security quotations over the past few weeks.

Coconut Oil

Coconut oil prices fell both in the local market and on the coast under the stress of additional offerings at lower prices. The copra market was also weaker. New York tanks of Manila oil are currently offered at 3⅜c lb., with Pacific coast supplies at 2⅞c and Chicago oil at 3½c.

Corn Oil

Corn oil quotations dropped to a basis of 2¾c lb., inside, for mill tanks, this month, with New York barrels at 4½c. The market was quiet, with offers from producers being light. Weakness in grain was a factor tending to depress the market.

Cottonseed Oil

The cotton oil market continued quiet this period, what little speculative activity there was being mostly on the selling side. Quotations declined to a basis of 2⅜c lb. for crude oil and 3c lb. for P. S. Y. Lower prices in the securities' markets had a bearish effect on cotton oil trading. Crop news from producing areas is somewhat more favorable, but the likelihood of the crop being later than usual has aroused some apprehension as to possible damage from insects or later unfavorable weather

Tallow

A slightly weaker tendency was noted in the tallow market, quotations being fractionally lower at the close of the period. City extra tallow is available at 2⅝c lb., inside, with special at 2⅜c. Grease quotations were also lower, ranging from 1¾c lb. for yellow or house grease up to 3⅛c lb. for the best grade white grease.

Miscellaneous

Other products to share in the decline this period were: lard, oleo stearine, lard oil, linseed oil, oleo oil, olive oil, palm oil, palm kernel oil, peanut oil, soya bean oil, tallow oil and whale oil.

—o—

Exports of olive oil from Spain during 1931 totaled 83,509,099 kilos, as compared with 86,430,205 kilos in the previous year. United States took 13,720,524 kilos in 1931 as against 10,716,555 kilos in 1930.

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The annual meeting of Tri-State Cottonseed Oil Mill Superintendents Association will be held in Memphis, June 9 to 11.

—o—

Otto A. C. Hagen, head of Otto A. C. Hagen Co., Philadelphia, importers of oils and chemicals, sailed April 29th on the *Saturnia* for an extensive business trip through Europe.

—o—

Frederick J. Werner, formerly with the New York office of Spencer Kellogg Sales Corp., Buffalo, has joined G. A. Wharry & Co., vegetable oils and naval stores, New York.

—o—

Knight, Ltd., Profits Up in 1931

Presiding at the annual meeting in London of John Knight, Ltd., the British soap concern, C. P. D. Ward, chairman, announced that, in spite of all adversities, the company had been able to strengthen its position and increase its profits in 1931. The firm's oil refining business was stated to be responsible for no small proportion of the year's profits. Due to the concern's association with Lever Brothers, Ltd., it was placed in a highly advantageous position during the latter part of 1931, following Britain's departure from the gold standard. With Lever assistance, it was assured of ample stocks of raw materials in forward positions at stabilized prices, and consequently was able to continue selling when other soap firms were less fortunately placed.

This improved T-S-P makes his boosting profitable for you

T-S-P

Mix your cleaners and water softeners with this superior T-S-P and your package goods will retain excellent mechanical condition. Flowing freely and dissolving quickly they will increase in popularity among consumers. Both sales and resales will move upward.

While boosting your sales, Aero Brand improves your production also. It mixes easily because it is carefully cured and screened. It is strictly uniform in strength and in grade. It is substantially packed in paper-lined drums, kegs, barrels and bags. All possible moisture absorption is eliminated in our processing and packing. Ask for quotations for prompt shipment by rail, water or truck from our Warners, New Jersey Plant on New York Harbor.

Industrial Chemicals Division

American Cyanamid Company

535 Fifth Avenue New York

Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

As of May 9, 1932

Chemicals

Acetone, C. P., drums	lb.	.10	.11
Acid, Boric, bbls., 99½%	ton	95.00	100.00
Cresylic, 97% dk., drums	gal.	.42	.43
97-99%, pale, drums	gal.	.49	.53
Formic, 90%, tech	lb.	.10½	.12
Oxalic, bbls	lb.	.11	.11¼
Adeps Lanae, hydrous, bbls	lb.	.14	.15
Anhydrous, bbls	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls	gal.	2.45	2.59
Complete Denat., No. 5, drums, ex.	gal.	.35½	.43½
Alum. potash lump	lb.	.03	.03¼
Ammonia Water, 26°, drums, wks	lb.	.02½	.02¾
Ammonium Carbonate, tech., bbls	lb.	.08	.12½
Bleaching Powder, drums	100 lb.	1.75	2.35
Borax, pd., cryst., bbls., kegs	ton	50.00	55.00
Carbon Tetrachloride, car lots	lb.	—	.06¼
L. C. L.	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.10½	.11
Creosote Oil tanks	gal.	.11½	.12½
Formaldehyde, bbls	lb.	.06	.07
Fullers Earth	ton	15.00	24.00
Glycerine, C. P., drums	lb.	.10¾	.11
Dynamite, drums	lb.	.08	.09½
Saponification, tanks	lb.	.05	.05½
Soaps, Lye, tanks	lb.	.04	.04⅛
Hexalin, drums	lb.	—	.30
Kieselguhr, bags	ton	—	35.00
Lanolin, see Adeps Lanae.			
Lime, live, bbls	per bbl.	1.70	2.20
Mercury Bichloride, kegs	lb.	.93	1.08
Naphthalene, ref. flakes, bbls	lb.	.03¾	.05
Nitrobenzene (Myrbane) drums	lb.	.09½	.11
Paradichlorbenzene, bbls., kegs	lb.	.15	.23
Paraformaldehyde, kegs	lb.	.38	.39
Petrolatum, bbls. (as to color)	lb.	.01⅞	.06¾
Phenol, (Carbolic Acid), drums	lb.	.14¼	.16
Pine Oil, bbls	gal.	.61	.66
Potash, Caustic, drums	lb.	.06⅛	.06⅜
Flake	lb.	.07	.08
Potassium Bichromate, casks	lb.	.08	.08½
Pumice Stone, powd.	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lbs.	bbl.	3.20	4.00
Grade K to N	bbl.	4.25	5.60
Grade WG and WW	bbl.	5.65	5.80
Wood	bbl.	3.63	3.83
Rotten Stone, pwd. bbls	lb.	.02½	.04½
Silica, Ref., floated	ton	18.00	22.00
Soap, Mottled 40 lb. box	lb.	—	.12
Olive Castile, bars, powder	lb.	.12	.22
Powdered White, U. S. P.	lb.	.14	.16
Green, U. S. P.	lb.	.06½	.07½
Tallow Chips	lb.	.07½	.08
Whale Oil, bbls	lb.	.04	.04½
Soda Ash, contract, wks., bags, bbls.	100 lb.	1.12½	1.38
Car lots		—	1.00
Soda Caustic, Cont., wks., sld	100 lb.	—	2.50
Flake	lb.	—	2.90
Liquid, tanks	lb.	—	2.15
Soda Sal., bbls	100 lb.	1.05	1.15
Sodium Chloride (Salt)	ton	11.40	14.00
Sodium Fluoride, bbls	lb.	.07½	.08½
Sodium Hydrosulphite, bbls	lb.	.22	.26
Sodium Silicate, 40 deg., drum, 100 lb.		.75	.80
Drums, 60 deg. wks	100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.			
Tar Acid Oils, 15-25%	gal.	.21	.25
Trisodium Phosphate, bbls	lb.	.03	.03½
Zinc Oxide, lead free	lb.	.06	.06¼
Zinc Stearate, bbls	lb.	.16	.18

Oils—Fats—Greases

Castor, No. 1, bbls	lb.	.10¾	.11
No. 3, bbls	lb.	.10¼	.10½
Coconut, tanks, N. Y.	lb.	—	.03⅜
Tanks, Pacific Coast	lb.	.02⅞	.03
Tanks, Chicago	lb.	.03½	.03⅝
Cod, Newfoundland, bbls	gal.	.25	.26
Copra, bulk, Coast	lb.	—	.02
Corn, tanks, mills	lb.	.02¾	.03
Bbls., N. Y.	lb.	.04½	.04¾
Cottonseed, crude, tanks, mill	lb.	.02⅜	.02½
PSY	lb.	.03	.03⅛
Degras, Amer., bbls	lb.	.03	.04
English, bbls	lb.	.03¾	.04¼
German, bbls	lb.	.03⅜	.03½
Neutral, bbls.	lb.	.06¾	.08½
Greases, choice white, bbls., N. Y.	lb.	.02½	.03⅛
Yellow	lb.	.01¾	.02
House	lb.	.01¾	.02
Lard, prime, steam, tierces	lb.	.04¼	.04½
Compound tierces	lb.	.05½	.05¾
Lard Oil,			
Extra, bbls.	lb.	—	.07
Extra, No. 1, bbls.	lb.	—	.06½
No. 2, bbls.	lb.	—	.06
Linseed, raw, bbls., spot	lb.	.0610	.0650
Tanks, raw	lb.	—	.0550
Boiled, 5 bbls. lots	lb.	—	.0730
Menhaden, Crude, tanks, Balt.	gal.	—	.15½
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.06⅛
No. 2, bbls., N. Y.	lb.	—	.05⅝
Olive, denatured, bbls., N. Y.	gal.	.63	.68
Foots, bbls., N. Y.	lb.	.04¼	.04½
Palm, Lagos, casks, spot	lb.	.03⅝	.03⅞
Shipments	lb.	.03¼	.03⅜
Niger casks, spot	lb.	.03⅛	.03⅜
Shipments	lb.	.02⅞	.03
Palm Kernel, casks, denatured	lb.	.04½	.04¾
Tank cars, denatured	lb.	—	.03¾
Peanut, domestic tanks	lb.	.03	.03¼
Red Oil, distilled, bbls.	lb.	.06⅝	.07⅛
Saponified, bbls.	lb.	.06⅝	.07⅛
Tanks	lb.	—	.05¾
Soya Bean, domestic tanks, N. Y.	lb.	.03	.03¼
Stearic Acid			
Double pressed	lb.	.07½	.08
Triple pressed, bgs.	lb.	.10¼	.10¾
Stearine, oleo, bbls.	lb.	.03¼	.03½
Tallow, special, f. o. b. plant	lb.	.02⅜	.02⅝
City, ex. loose, f. o. b. plant	lb.	.02⅝	.02¾
Tallow, oils, acidless, tanks, N. Y.	lb.	—	.05¾
Bbls., c/1, N. Y.	lb.	—	.06¼
Whale, nat. winter, bbls., N. Y.	gal.	.51	53
Blchd., winter, bbls., N. Y.	gal.	.54	.55
Extra blchd., bbls., N. Y.	gal.	.57	.58

As of May 9, 1932

Essential Oils

Almond, Bitter, U. S. P.	lb.	$2.25	$2.50
Bitter, F. F. P. A.	lb	2.50	2.75
Sweet, cans	lb	.40	.43
Apricot, Kernel, cans	lb.	.26	.28
Anise, cans	lb.	—	—
U. S. P., cans	lb.	.34	.36
Bay, tins		1.90	2.00
Bergamot, coppers	lb.	1.85	2.00
Artificial	lb.	1.35	1.50
Birch Tar, rect., bot.	lb.	.45	.50
Crude, tins	lb.	.13	.14
Bois de Rose, Brazilian	lb.	.60	.65
Cayenne	lb.	1.15	1.30
Cade, cans	lb.	.26	.27
Cajuput, native, tins	lb.	.54	.56
Calamus, bot.	lb.	2.75	3.00
Camphor, Sassy, drums	lb.	.21	.23
White, drums	lb.	.16	.18
Cananga, native, tins	lb.	1.45	1.60
Rectified, tins	lb.	2.05	2.15
Caraway Seed	lb.	1.55	1.65
Cassia, Redistilled, U. S. P.	lb.	1.00	1.05
drums	lb.	—	.95
Cedar Leaf, tins	lb.	.87	1.00
Cedar Wood, light, drums	lb.	.32	.34
Citronella, Java, drums	lb.	.49	.50
Citronella, Ceylon, drums	lb.	.30	.32
Cloves, U. S. P., cans	lb.	.90	1.00
Eucalyptus, Austl., U. S. P., cans	lb.	.27	.29
Fennel, U. S. P., tins	lb.	1.00	1.10
Geranium, African, cans	lb.	4.40	5.00
Bourbon, tins	lb.	4.30	4.75
Hemlock, tins	lb.	.90	.95
Lavender, U. S. P., tins	lb.	1.85	3.50
Spike, Spanish, cans	lb.	.55	.75
Lemon, Ital., U. S. P.		1.10	1.40
Lemongrass, native, cans	lb.	.44	.45
Linaloe, Mex., cases	lb.	1.50	1.60
Neroli, Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.20	1.30
Orange, Sweet, W. Ind., tins	lb.	1.30	1.40
Italian cop.	lb	1.55	2.00
Distilled	lb.	.70	.75
Origanum, cans, tech.	lb.	.25	.40
Patchouli	lb.	3.75	5.50
Pennyroyal, dom.	lb.	1.55	1.60
Imported	lb.	1.10	1.15
Peppermint, nat. cases	lb.	1.50	1.70
Redis., U. S. P., cases	lb.	1.65	1.90
Petit Grain, S. A., tins	lb.	1.10	1.20
Pine Needle, Siberian	lb.	.60	.63
Rose, Natural	oz.	8.00	15.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.39	.43
Tech., lb. tins	lb.	.32	.33
Sandalwood, E. Ind., U. S. P.	lb.	6.50	7.50
Sassafras, U. S. P.	lb.	1.00	1.20
Artificial	lb.	.27	.29
Spearmint, U. S. P.	lb.	1.40	1.55
Thyme, red, U. S. P.	lb.	.50	.65
White, U. S. P.	lb.	.85	.90
Vetivert, Bourbon	lb.	4.50	5.00
Java	lb.	16.00	20.00
Ylang Ylang, Bourbon	lb.	5.15	6.50

Aromatic Chemicals

Acetophenone, C. P.	lb.	$2.00	$3.00
Amyl Cinnamic Aldehyde	lb.	3.50	4.25
Anethol	lb.	1.20	1.40
Benzaldehyde, tech.	lb.	.60	.65
U. S. P.	lb.	1.20	1.35
Benzyl, Acetate	lb	.60	.95
Alcohol	lb.	.80	1.30
Citral	lb.	2.10	2.40
Citronellal	lb.	1.75	2.50
Citronellol	lb.	2.50	3.50
Citronellyl Acetate	lb.	4.50	7.00
Coumarin	lb.	3.60	4.00
Cymene, drums	gal.	.90	1.25
Diphenyl oxide	lb.	1.10	1.20
Eucalyptol, U. S. P.	lb.	.60	.70
Eugenol, U. S. P.	lb.	3.00	4.00
Geraniol, Domestic	lb.	1.45	2.00
Imported	lb.	2.00	3.25
Geranyl Acetate	lb.	2.50	4.00
Heliotropin, dom.	lb.	2.00	2.50
Imported	lb.	2.50	4.00
Hydroxycitronellal	lb.	3.50	9.00
Indol, C. P.	oz.	2.50	5.00
Ionone	lb.	4.00	6.50
Iso-Eugenol	lb.	4.00	5.00
Linalool	lb.	1.95	3.25
Linalyl Acetate	lb.	2.40	3.15
Menthol	lb.	3.35	3.50
Methyl Acetophenone	lb.	2.50	3.00
Anthranilate	lb.	2.20	2.60
Paracresol	lb.	4.50	6.00
Salicylate, U. S. P.	lb.	.40	.45
Musk Ambrette	lb.	6.75	7.25
Ketone	lb.	6.00	7.50
Moskene	lb.	5.40	5.90
Xylene	lb.	2.75	3.00
Phenylacetaldehyde	lb.	4.75	7.25
Phenylacetic Acid, 1 lb., bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.25	4.50
Rhodinol	lb.	6.00	9.50
Safrol	lb.	.29	.31
Terpineol, C. P., 1,000 lb. drs.	lb.	.28	.30
Cans	lb.	.33	.34
Terpinyl Acetate, 25 lb. cans	lb.	.80	.95
Thymol, U. S. P.	lb.	1.50	1.75
Vanillin, U. S. P.	lb.	4.50	5.75
Yara Yara	lb.	1.60	3.00
Insect powder, bbls.	lb.	.20	.22
Concentrated Extract	gal.	1.50	1.70
Gums—			
Arabic, Amb. Sts.	lb.	.06¼	.06¾
White, powdered	lb.	.12	.15
Karaya, powdered	lb.	.14	.16
Tragacanth, Aleppo, No. 1	lb.	.90	.95
Sorts	lb.	.09	.14
Waxes—			
Bayberry, bgs.	lb.	.16	.18
Bees, white	lb.	.32	.38
African, bgs.	lb.	.14½	.15
Refined, yel.	lb.	.20	.30
Candelilla, bgs.	lb.	.13	.14
Carnauba, No. 1	lb.	.23	.24
No. 2, Yel.	lb.	.22	.23
No. 3, Chalky	lb.	.11½	.12
Japan, cases	lb.	.08¼	.08½
Paraffin, ref. 125-130	lb.	.03⅜	.04⅛

Bangalore Soap Report

(*From Page* 55)

pioneer factories should be of the highest quality.

"Business prospered from year to year and during the twelve years of its existence the plant and equipment have nearly quadrupled. The Government has recovered all the money invested in the plant besides getting interest for the money advanced for fixed capital and working capital. The factory has always provided liberally for depreciation.

"The gross profits earned by the factory till December 31, 1930, came to 5,26,992 rupees. The factory has paid to Government in the form of interest till December 31, 1930, the sum of 77,208 rupees. Besides this the factory has earned till December 31, 1930, a net profit of 2,12,633 rupees. Further there is a depreciation reverse of 51,306 rupees. These figures are extracted from the balance sheets of the factory duly audited and certified by the Comptroller to the Government of Mysore. The amount invested by the Government in the Soap Factory is 1,05,821 rupees.

"The soaps manufactured by the Government Soap Factory, Bangalore, have become famous throughout India, specially so a variety of Sandal Soap prepared by the factory. A guarantee is given that the products of this factory are free from any sort of adulteration and injurious chemicals. It is a testimony to the excellence of the products of this factory that there are today nearly ten British firms and an equal number of Indian firms trying to imitate and compete with Mysore Sandal Soap.

"The pioneering of this factory has stimulated private enterprise in the State. There are today in Bangalore alone three or four private factories whose combined business comes to four to five lakhs of rupees a year. The policy of the Government of Mysore is to pioneer new factories to demonstrate that an article of high quality can be manufactured in India. As soon as private enterprise comes forward to take over these concerns, the Government will transfer the factories to the people of the state under suitable guarantees regarding the continuance of the industry in the State.

"The factory possesses a vacuum evaporator for the recovery of crude glycerine and this will be installed to recover the by-product glycerine. This requires the extension of the factory a little more and this logical development should take place in the near future, to complete the experiments on soap making which the department started about twelve years ago. Enough experience has been gained to hope that the future extension will prove a success."

Oil–Fat–Soap
Production Section

A section of SOAP devoted to the technology of oils, fats, and soaps, published prior to Jan. 1, 1932, as a separate magazine under the title, *Oil & Fat Industries*.

CHEAP TOILET SOAP

WITH generally depressed economic conditions all over the world at the present time, manufacturers everywhere, it seems, have turned to putting on the market cheaper products to meet the reduced spending power of consumers. Where the sale of better quality, high priced merchandise has fallen off, cheaper products have been marketed to take up the slack in reduced sales. In some cases, the introduction of cheaper lines by well-known manufacturers has not met at all with their approval, but has been a necessity forced upon them by the highly competitive conditions of present-day business. There is also another side to this picture, which is the opportunity to make more money by cutting material and manufacturing costs to an extent which permits of a wider margin of profit.

The problem in the soap industry as far as manufacturing lower cost soaps is concerned has not been as difficult to solve as in some other industries where raw materials have not declined to as great an extent. The manufacture of toilet soaps designed to sell at low prices and at the same time to be of sufficiently high quality to assure repeat business from consumers, presents a number of interesting problems. In this connection, comments by R. Krings in a recent issue of *Allgemeine Oel und Fett Zeitung* suggest methods which may be of value to some American manufacturers.

He points out that although the soap which he describes to meet present-day lowered prices must be cheap to manufacture, he does not mean that it shall be adulterated in any way with useless fillers. He calls for a straight unfilled soap manufactured from coconut oil by the cold process. This is to hold down equipment cost and to save room in the plant as the equipment needed is very considerably less than for regular soap boiling. He remarks that although cold-made coconut oil soaps used to be popular at one time, they had almost completely disappeared from the German market and have only recently begun to be marketed again, meeting with apparently considerable success in demand. Of course, in the United States cold-made coconut oil toilet soaps have been large sellers for a long time and are meeting with good demand today.

At the present time, Mr. Krings states, conditions are favorable to push the sale of these cold-made soaps with the likelihood that a permanent larger demand will be built up if the right kind of products are made and sold. The glycerin which is retained in the soap commands only a small price and the loss that is entailed is not of any consequence. In fact it is rather condoned, inasmuch as the recovery of this glycerin would only serve to reduce its price still further. On the other hand, the six to seven per cent of glycerin in the cold process toilet soaps is believed to add a more or less cosmetic value to these soaps, so that in the last analysis, it is scarcely feasible to talk of any loss of glycerin at all. The price of coconut oil at the present time is particularly favorable for the profitable production of cold process soaps.

THE pure coconut oil soaps, that is those made from soap stock containing only coconut oil, are sometimes correctly objected to by consumers, for the reason that these soaps will cause skin irritations in certain instances. Nevertheless, it is true that such cases are rare. However, every soap maker, who is engaged in the manufacture of coconut oil soaps, is always accustomed to add more or less tallow or castor oil or both these substances to the coconut oil

used for soap making purposes, he states. Furthermore, at the present time, it is also customary to add about two to three per cent of superfatting agents. Irritation of the skin by the soap can be completely eliminated, no matter what the idiosyncrasy of the user may be, by making a suitable selection of raw materials used in the soap making process and also of the superfatting agent.

In those cases, where cold process coconut oil soap is made from a raw material mixture which contains tallow or castor oil, about ten to twelve per cent of soap stock used remains unsaponified. Hence such soaps will keep for only a limited period of time and can be stored for only four to six months without becoming rancid. However, inasmuch as the lasting quality of the soap can be materially increased by the addition of a very small percentage of such a reagent as sodium thiosulfate, the aforementioned difficulty can be gotten around handily.

There is no need for giving any further details on the manufacture of coconut oil soaps. These are well known, but there are a few points which will well be borne in mind. In the first place the most important prerequisite for the production of coconut oil soaps, which have the best appearance and which are stable when made by the cold process, is that only pure and as fresh as possible oil should be used. Also the caustic lyes that are used should be clear solutions. If there is any cloudiness or precipitation, then these liquors should be allowed to settle before being used. The coconut oil, that is used for this purpose, should not contain at any time more than two per cent of free fatty acids. The tallow, which is added to make up the soap stock, must be fresh and free from odor. (There is no question that these are essential conditions and must be rigidly observed if the soap maker is to obtain a good grade of soap. The presence im impurities in the oil will not only disturb the soap making process but will also yield a soap which will become rancid within short time. There is sometimes too much tendency to use raw materials which are not quite up to standard with the hope that the product will come out right anyway.

IF the raw materials, that are available, are not up to standard, then it is necessary to subject the oil to the usual preliminary refining treatment. The following process is the common method and gives good results. The oil is first heated up to a temperature of 50 to 60 degrees C. Then a small amount of concentrated caustic soda lye is allowed to flow into the kettle in a fine stream at a slow rate. The concentration of the soda lye varies from approximately two to five per cent and depends on the content of free fatty acids in the oil or fat. It is also advisable to add the same quantity of salt water to the soda lye before it is used. This treatment results in the saponification of the free fatty acids and the saponified product separates out in a flocculent mass. This sinks to the bottom of the kettle for the most part. A part, however, also floats to the surface and forms a layer on top of the clarified and purified fat or oil. A small amount of neutral fat or oil is occluded in the deposit at the bottom of the kettle. This mass can be worked up into a curd soap or can be sold as such for the manufacture of common laundry soap. The clarified fat or oil must then be carefully washed with a hot dilute salt water.

It takes at least one hour for the completion of the agitation operation in the production of cold saponified toilet soaps from fresh soap stock or from stock which has been preliminarily purified according to the above method. This time is required for the formation of a sufficiently intimately emulsified fat and lye mixture. At the end of this period, the mixture has been stirred sufficiently to give a mass of the proper thickness. Wherever it is feasible, the agitation should be carried out by mechanical means. An agitator, which makes about thirty to forty r.p.m., is preferred. This gives a good emulsion and the soap cakes which are formed therefrom are then uniform in structure and smooth, and appear like milled soap.

Mr. Krings gives an example of the ingredients used in the manufacture of these soaps and also calculates their costs and the cost of labor to produce a finished soap in slab form. The figures are given only for soap works of medium and small size. He claims that general costs in the large soap works are greater than in the small works.

The proportions, which have been found to be the most favorable, based on long years of experience, are as follows: Six parts by weight of fresh beef tallow are mixed with 26 parts of coconut oil, containing two per cent of free fatty acids at a maximum, a half part of wool fat (adeps lanae), and a half part of ceresin wax, or one full part of wool fat alone. This mixture is mixed with sixteen parts by weight of clarified sodium hydroxide solution of 38 degrees Be concentration and one part of water at room temperature. When a colored soap is to be manufactured, the water soluble and soap-fast color is added to the water before it is used.

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J. Wrench, sales manager of Industrial Chemical Sales Co., New York, has taken to the lecture platform as a hobby. He delivered his first talk recently at the Men's Club of St. Mary's Parish, Amityville, L. I., on the subject, "By-Products of Industry."

New Odorless Solvent Soaps

THE cleansing effect of washing agents, especially soaps, is considerably increased by combining them with fat solvents. It is known that hydroxylated organic products have the property of combining in a homogeneous manner with soap even in the presence of water. It is also known that this improved effect is to be attributed to the hydrogenated products of the aromatic phenols, since in these the solvent action is more strongly increased, and because these phenols are sufficiently volatile without having this property in excess. These compounds have already been largely used for technical purposes, but not for the household or laundry, owing to the rather persistent and disagreeable odor.

It has now been found that the substituted dihydroxydioles, easily obtained by the condensation of carbonyl compounds with polyvalent fatty alcohols, when combined with soaps and the like, exhibit all the properties of the above-mentioned substituted hydroxyl hydrocarbons with the exception of the odor, so that they can be used quite safely for ordinary household and laundry purposes. This is the more remarkable and unexpected since polyvalent alcohols, as products containing much oxygen, do not possess the abovementioned properties, and the addition of such substances as sugar, for instance, has quite other effects.

It is known that 1:4-dioxane has good wetting properties and forms a homogeneous mixture with the usual organic solvents, also that it dissolves fats, waxes, rubber, camphor, dyes, cellulose esters and the like. The substituted dihydrodioxoles behave in a similar manner to these, especially to the organic products, but differ from 1:4-dioxane by their insolubility or difficult solubility in water. They are only soluble in water when soap, soap-like products, organic sulfoacids or their salts are present. But under these conditions, they are very superior to the 1:4-dioxane both in solvent and emulsifying powers.

The following example may be given. Equal parts of 2:2-pentamethylene-4-oxymethyldihydrodioxol and of a thirty per cent red oil potash soap are formed into a clear mixture which can be diluted with water to any desired extent. A clear solution is obtained with high detergent powers and its properties are enhanced by the addition of a hydrocarbon such as tetrahydronaphthalene. In another example, one part of common soap is dissolved by heating in three parts of 2:2-(methyl pentamethylene)4-oxymethyldihydrodioxol. This solution may also be diluted with water, forming a very effective washing preparation. In still another example five parts of a five per cent turkey red oil are mixed with five parts of 2:2-pentamethylene-4-oxymethyldiglyodioxol and three parts of fractionated benzine are added. Paraffin may be used in the place of benzine. Deutsche Hydrierwerke A.G., Rodleben, bei Rosslau, Anhalt, Germany. German Patent No. 542,443.

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Die Hydrierung der Fette

This new German book on the subject of the hydrogenation of oils, which has received so much attention in the past both in the form of book and journal literature, is not concerned, as such publications usually are, with a review of the numerous processes which have been proposed and patented for this purpose. Many of these methods have dropped by the wayside and are mere memories today, while the commercial production of hydrogenated fats is carried out along lines which have become established as technically practical. Nevertheless, it must not be supposed that the technology of hydrogenation has not progressed. On the contrary, certain important advances have been made within the last few years, particularly with respect to special methods for manufacturing hardened fats with special properties. The aforementioned new publication constitutes a chemical-technical study. The first part is concerned with the catalytic hydrogenation of oils and the preparation of nickel catalysts of various kinds, including nickel borate. The activation of the catalyst is given attention. Negative catalysts and catalytic poisons are also discussed. The method of preparing the catalyst and its relation to the activity of the nickel catalyst are also described. The second half of the book is concerned with the hydrogenation process proper, the conditions under which it is operated and the relation between the results obtained and these conditions. The book represents an excellent discussion of the principal characteristics of the hydrogenation process and should be useful to all interested in this art. It is published in German by Verlag von Julius Springer, Berlin, Germany.

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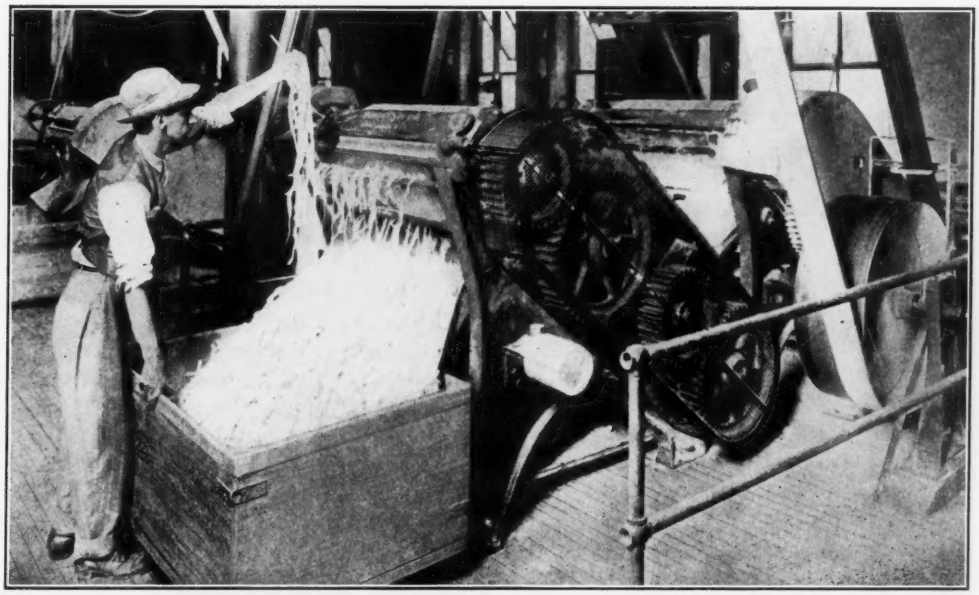
Church & Dwight Co., New York, formerly located at 80 Maiden Lane, has moved to 70 Pine street.



Correction of Milled Toilet Soap Troubles

Closer Chemical Control at the Kettle and the Use of Casein to Prevent Scale and Cracking Recommended

By Dr. K. BRAUER*

SOAP makers have been troubled occasionally by difficulties encountered in milling toilet soaps, especially the formation of scaly soap. Various suggestions have been made and published affording methods for counteracting the difficulties. It is, however, a fact that this difficulty occurs but seldom in soap plants that are fully up to date in equipment and methods. But trouble has arisen frequently in milling soaps, that have been prepared under normal conditions, when special additions are made to them, as for example in the manufacture of sulfur soaps, containing fifteen per cent of flowers of sulfur, or of sulfur-borax soaps, containing fifteen per cent of flowers of sulfur and five per cent of borax. The author has himself had this experience in the manufacture of such soaps and has found it necessary to carry out considerable experimental work in an effort to overcome the difficulty. His experience along these lines was gained both in small soap plants as well as in large ones, and this experience has enabled him to study the causes of the formation of scaly soap. He had to work up this soap with other batches rather frequently and counteract the scaly formation.

The soap becomes scaly after it leaves the cooling press.† The author refers here to the most typical case, where the soap bars show very marked formation of scales. The net-like structure is formed in a very short time. The formation of scales is noticed either in the bars approximately twenty to thirty minutes after they leave the cooling presses, or under conditions

* In *Seifensieder Zeitung*, 1932.

† Ed. Note: Multiple slab cooling press used in place of frames, chiefly in Germany. Seldom used in U. S.

which make this difficulty most inconvenient, frequently hours later when the soap has been stamped.

In the first place, the errors in milling the soap were investigated, that is in the mechanical working process from the dry cured to the pressed cakes. The first assertion that is generally made is that the soap has been milled in too dry a condition. The soap batches were accordingly remilled in the moist condition by the addition of wet soap. The temperatures of the cooling presses, the cooling of which was controlled under most accurate conditions, were carefully watched and the soap was loaded into the presses as regularly as possible. In spite of all this care, the soap was still scaly. When experiments were carried out for days without any results, when the bars were returned again and again to the milling operation, when the plant was pressed for urgent delivery of soap orders, and when the rejected soap continually became larger in quantity, it was easy to understand the tension and the strain under which the entire operating personnel of the works had to operate.

A toilet soap, which has become scaly and which has to be worked up over again, is always an expensive article. Frequently such soap must be worked up, because there is no other available at the moment. Frequently it must be worked over, because one-half of the soap boil was worked up smoothly and no one will believe that the other half will not turn out likewise.

The great importance of chemical control of the operations again comes clearly into the foreground. In order to work in the most efficient manner, in order to take advantage of any and all economic advantages, it is necessary that the operating apparatus should function most effectively. The long hard work, which is necessary in most cases to find the way out of the labyrinth of "scaly soap," can be entirely saved by scientific, chemical control in any plant, for this gives us the thread to follow which will lead us out of the maze.

THERE is only one way afforded in the modern operation of the soap works when scaly soap makes its appearance, and that is to use the works laboratory and to examine the results which have been recorded in the laboratory notebooks in the course of the routine tests and analyses made on the soap during the course of its manufacture.

If the soap batch in question has a salt content of half of one per cent at the maximum, an alkali content of 0.1 per cent at the maximum in the fresh soap base (which has approximately thirty per cent of water content), the fat a titer of approximately 40 degrees, then the error lies apparently not in the soap itself. At any rate, the first thing that must be done is to take a sample of this soap batch and test it again for its salt and alkali content. And this investigation often reveals the trouble, for a third or a half of this batch may show a salt content of 0.75 to two per cent and an alkali content of upwards to 0.87 per cent. (The author has actually encountered such cases in his experience quite frequently). Such soaps are likely to give scaly soaps when dried after they leave the cooling presses. Either the boil had a middle layer, which was not noticed when the soap mass was allowed to run out of the kettle, or some of the niger got into the soap.

Consequently, a salt content of half a per cent in the finest grade of soap base, with a titer of 40 degrees, must be considered as the maximum limit of sodium chloride content when soap bars of large diameter are to be milled into cakes of soap weighing nine ounces each. Under such conditions, there is nothing to be feared. However, when the soap making operation is carried out along modern lines and the waste lye is removed before a strong salt solution is added to salt out the soap, then the salt content is only 0.3 per cent at a maximum in the fresh soap, and for that matter below this figure for the most part.

If the titer of the fat is 40 degrees, then there is likewise nothing to be feared, but if the titer of the fat lies between 43 and 45 degrees, then difficulties arise due to the formation of scales when the larger types of cooling presses are used. It is perhaps true that when the soap bar is of lesser diameter, the formation of scaly soap is not so pronounced, but it is a fact that scaly soap will inevitably be formed on bars of large diameter.

Chemical control of the titer of the tallow, of the titer of the entire fat mass, of the sodium chloride and sodium hydroxide content, must always be practiced at the kettles. If the soap contains for example 0.4 per cent excess alkali before it is removed from the kettle, then the fresh soap, after it has been cooled, has an excess of sodium hydroxide of approximately 0.1 per cent, which is the correct picture. The salt content must not be higher than half a per cent in the kettle under any circumstances, before it is removed to be cooled.

The author has, however, also observed, that a moderate upward variation in these constants—that is titer, free alkali and salt content—will have a much more unfavorable action on the milling process when the soap base has been cooled in a press than when it has been cooled in frames. The structure of the soap, whether it is crystalline or amorphous, must have a varying effect in connection with the increase of the above coefficients.

However, if it becomes necessary to work up a soap with a higher titer or with a higher salt content, then there must be taken into consideration, in addition to the formation of scaly soap, the condition that a soap which corresponds to the aforementioned composition, will in the first place lather poorly and in the second place, crack on being used. Longitudinal cracks or fissures will be formed in the soap, for the reason that this short soap lacks a homogeneous, dense structure. Water easily penetrates into the fissures and it is generally found that when the soap is often not more than half-used, it will very easily fall to pieces.

A normal soap may become scaly and short, when there have been added to it large quantities of powdered substances. In this particular case, moist milling of the soap does not help at all for the reason that the substances, such as sulfur, borax and the like, that are added to the soap, inevitably make it short. The author has also come across cases, where it was desirable that the soap stock should have a particularly high oil content, that is twenty to twenty-five per cent of coconut oil and in addition thereto from seven to ten per cent of castor oil besides the usual tallow. The salt content of the soap was naturally higher than usual and difficulties arose in its manufacture.

THERE is no doubt that all the aforementioned facts derived from general soap operating practice are well known. They are however necessary for obtaining a general idea of the mechanism of the process and of the basis on which certain remedial methods are founded, so that the formation of scales or cracks in the soap on the one hand due to the use of too hard fats, on the other hand to larger addition of salt or to the two together is prevented.

We are interested here only in the incurable deficiencies of the soap, which are due to the causes that have been explained above. There are of course faults in the mechanical processing of the soap, such as the incorrect moisture content which is determined by establishing the fatty acid content of the soap flakes, in correct operation of the machines, etc., but these faults are easily corrected and will not be considered here.

The method which has proven successful, is carried out without any technical difficulty, and the result has been that the improvement in the physical form and cohesiveness of the soap and in the lathering qualities is accomplished without increasing the cost of manufacture. Such a procedure was of course essential in handling this problem and in arriving at its proper, economic solution. The substance, that is added and which has the desired effect on the soap, must however be inert to such a degree that it does not affect the keeping qualities of the soap. It must also possess a certain capacity for absorbing water.

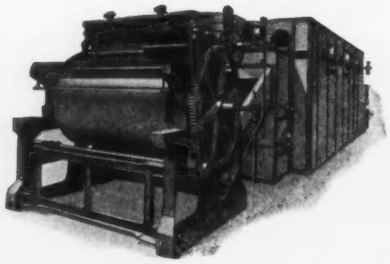
Unfortunately we did not obtain any good results in solving this stubborn problem by using inert substances, which were employed for the purpose of superfatting the soap, and frequently with the particular purpose of preventing the formation of scaly soap and of cracks in the soap cakes. Many experiments were carried out along these lines covering prolonged periods and all possible proportions. Thus for example, when the substances were added in high proportions in the mixers, that is approximately five to six per cent, the lathering power of the soap is very markedly reduced for the reason that the soap lathers poorly at the outset due to the faulty manufacture and this condition is apparently accentuated by the added substance.

THE real problem is not, however, merely to prevent the formation of scales on the soap, but also to improve the quality of the soap for the particular application to which it will be put. After a large number of experiments turned out unsuccessfully, the author finally conceived the idea of using casein and the results were then favorable. Just a few words must be said about this substance itself, although it is well known.

Casein is the most important albumen in commercial use and is derived from milk. It is precipitated from skimmed milk by means of acetic acid, lactic acid or hydrochloric acid. It belongs to the group of proteins; it is a phosphorus protein, and is acid. It is soluble in alkali and insoluble in water. The author used various grades of casein in his experiments and he observed that only one grade was suitable for this purpose, namely, an acid casein of pure white color and in a finely powdered form with a low acid content, so that too large quantities of alkali are not required to bring it into solution. Casein has been used for a long time past in the soap industry for improving the quality of soaps, as for example in the manufacture of buttermilk soaps and others. Casein has also a large number of industrial uses, which do not interest us here particularly.

The author prepared the following casein paste for use in his experiments with soaps to avoid the formation of scaly and too short soap, etc. The first step in preparing the casein paste was to stir sixteen parts by weight of casein with 59 parts by weight of cold water. The agitation lasts for a few hours and the mass is best allowed to stand over night, so that the casein is permitted to absorb water and swell, like glue or gelatin. The second step was to prepare a solu-

(*Turn to Page* 77)



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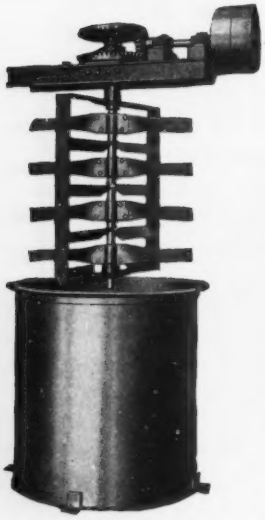

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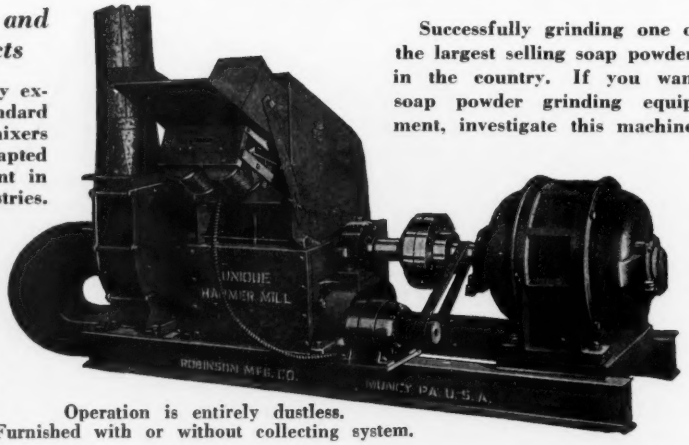

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ON PRODUCTS AND PROCESSES

The accuracy of the standard Hubl method for the determination of the iodine value of fatty substances is tested and it is shown that the results are low by four to five units if fresh neutral alcoholic iodine solution is used. On the other hand, results are obtained, which agree well with the Wijs method, if the iodine solution is either kept for some months before using or acidified with three per cent hydriodic acid. With either method the influence of the temperature within the range of 10 to 25 degrees C is negligible, and contact of the fat and solution for one hour is sufficient when the Hubl method is used. E. de'Conno, L. Finelli and L. Tarsitano. *Annali Chimica Applicata,* volume 21, pages 436-442.

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Detergent power of soaps is determined by establishing the amount of iron oxide removed from a woolen fabric under standardized washing procedure. The results obtained from this method show it to be reliable for evaluating the detergent power of soaps and commercial cleaning products. H. Pomeranz. *Monatschrift Textilindustrie,* vol. 46, 212.

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The use of hot air for bleaching crude palm oil is effective only in certain cases and it becomes necessary to test the oil beforehand to determine whether or not it will be properly bleached by this method. A simple test consists in heating the palm oil to about 240 degrees C. About 20 cubic centimeters of chemically pure glycerin of 28 degrees Be concentration (double distilled) are placed within a beaker of 50 cubic centimeters capacity and the palm oil is placed on the glycerin. Fifteen cubic centimeters are used. The beaker is then heated in the flame of a gas burner. The coloring matter in the oil will decompose within five to ten minutes heating at 220 to 240 degrees C, if it is of the composition that will be decomposed by the hot air bleaching process. *Seifensieder Zeitung,* volume 58, 823.

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Solidified fats are obtained by the hydrogenation of linseed oil under a strong pressure of hydrogen gas. These fats contain a higher percentage of saturated fatty acids than those that are obtained in the ordinary process of hydrogenation under atmospheric pressure at a temperature of 180 degrees C, the hydrogenation in both cases being carried to the same iodine number. H. I. Waterman and J. A. van Dijk. *Recueil Travaux Chimiques,* volume 50, page 679.

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Steamed cellulosic material is added in the pulverized form to a soap mass. Wood, straw and the like are steamed at three to four atmospheres pressure to remove resinous matter and then dried and pulverized and mixed with the soap paste to the extent of thirty per cent. The mass is then dried again, pulverized and mixed with soda soap and milled until a homogeneous product has been obtained. Improved cleansing power is claimed for this soap. Austrian Patent No. 123,862.

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The action of air and light on butter fat is investigated. Thus butter samples are dissolved in ether and petroleum ether and subjected to the action of the mercury arc vapor light in the presence and absence of air. The results, which were obtained from this experimentation, corroborated the opinion, that a distinction must be made between rancidity and becoming "tallowy." No rancidity is caused by the light in the absence of oxygen. The butter fat becomes "tallowy" under these conditions. The odor and the taste of this sample of butter were far more disagreeable than in the samples that were subjected to the action of the light in the presence of air. L. H. Lampit and N. D. Sylvester. *Chimie et Industrie,* volume 25, Special Edition No. 3, page 642.

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Organic coloring matters slightly retard the hydrogenation of fatty oils. Experiments were made with soya-bean oil and herring oil, with which the coloring matter and a nickel catalyst were mixed. A large number of dyestuffs were used in the experiments. The results showed that the direct dyestuffs are generally retarders of hydrogenation, and that this is also true of the basic colors, when they contain the following radicals: -Cl, -HCl, $=NH_2Cl$, $=N(CH_3)_2Cl$ and $-NO_3$. The negative action of the sulfur colors is due to the presence of sulfur in the molecule. A strong retarding action is caused by the $-NO_2$ radical. The following radicals generally have

a weak action on the hydrogenation of the oil:— -OH, $-CH_3$, $-SO_3Na$, -COONa. While the amino radical has a slight retarding action, this is counterbalanced by the presence of the hydroxyl group. The nitro group is a strong negative catalyst of hydrogenation, but its action is considerably reduced or entirely removed by the presence of amino groups in the molecule. In general all organic coloring matters, which are soluble in oil, are negative catalysts of the hydrogenation process. Sei-ichi-Ueno and Zensahu Okamura. *Journal of the Society of Chemical Industry of Japan,* volume 34, pages 467ff.

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Speed of hydrogenation of various oils in the presence of catalysts is measured at various temperatures and hydrogen pressures. The oils tested were olive oil, oleic acid and ethyl oleate. The catalysts used were nickel deposited on alumina and on kieselguhr, cobalt deposited on kieselguhr and a mixture of nickel and cobalt deposited on kieselguhr. Substantiation of R. Thomas' theory of hydrogenation was obtained. *Chemiker Zeitung,* 1932, 237.

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Sodium silicate mixed with upwards of ten per cent of a wetting agent stable to salts of lime and magnesia, for example, highly sulfonated castor oil, is used for cleansing glass, metal, etc., contaminated with grease, oil, etc. Woellner-Werke G.m.b.H. and Max Dittmer. German Patent No. 542,441.

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Improved cleansing agents are made by treating aromatic or hydroaromatic compounds, containing no aralkyl groups, or their sulfonic acids or sulfonates, with polyvalent alcohols or their derivatives containing at least one free hydroxyl group, or with the sulfuric esters of these alcohols or derivatives or with mono- or poly-unsaturated compounds of the same obtained by dehydration, in the presence or absence of condensing agents. The resulting products are then sulfonated if they are insoluble or not sufficiently soluble in water. Products of high detergent power are obtained in this manner. German Patent No. 526,279. I. G. Farbenindustrie A.G., Frankfort-am-Main.

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The "limiting fitting concentration" in soap boiling is defined as the maximum concentration of electrolyte in neat soap-nigre equilibrium and is designated as the coefficient (F). The volumes at equilibrium of neat soap, nigre, and lye of soap (tallow 80 per cent, coconut oil 20 per cent)-brine mixtures after settling for one to two days at 99 degrees C are plotted against concentration of sodium chloride. The relation of (F) to the concentration of the soap solution and its variation with the composition (percentage of tallow) are worked out. The same fitting equilibrium exists when sodium hydroxide or mixed electrolytes are used for salting out, if the total electrolyte concentration is taken with equivalent reduction concentration for sodium chloride (NaCl is equivalent to 1.15 NaCl). Glycerol reduces the sensitivity of the soap solution towards the electrolyte (that is F increases). Y. Kawakami. *Journal of the Society of Chemical Industry of Japan,* volume 34, pages 398-400B.

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New Fat and Oil Handbook

The second volume of the new edition of *Ubbelohde's Handbuch der Chemie und Technologie der Oele und Fette* has just appeared. This work is well known wherever oils and fats are refined, produced or used. The new edition of the handbook will finally appear in four volumes. The second volume of the work, just issued, contains in part a comprehensive discussion of oils with marked drying properties. Each oil is discussed in considerable detail and various new oils have been added in addition to those contained in the first edition of the work. Another section of the volume is concerned with oils which possess weak drying properties, a third section with the non-drying oils, and a fourth with solid fats. This book is published in German by Verlag S. Hirzel, Leipzig, Germany.

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An effective cleansing agent for walls, stucco, wallpaper, etc., contains a solution of mucin mixed with meal, calcium chloride, acetic acid, gum arabic and fine sand. Ernst Staub and Edmund Kunz. Swiss Patent No. 147,387.

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In laundering fabrics, adherence of hydroxides of iron and manganese to the fibres is prevented by the addition to the laundering fluid of a compound formed of 85% soda ash and 15% sodium aluminate—U. S. Patent No. 1,829,522.

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A silver cleaning composition is made from infusorial earth or kieselguhr, 20; sodium oleate, 20; an alkali metal halide such as sodium chloride or common salt, 5 to 15%; the remainder being water as required.—U. S. Patent No. 1,823,402.

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Reports from Italy indicate that the olive oil obtained in the season just closed is superior in quality to last season's yield. The size of the crop produced this season is also greater. Exports of sulphonated oil from Italy during the first eleven months of 1931 were 136,604 quintals, 107,377 of which went to United States.

Soaps Versus Detergents

(*From Page* 27)

oxy acids are particularly suitable for this purpose. Such are for example acetic acid, propionic acid, butyric acid, lactic acid, benzoic acid, salicylic acid, etc. The acylation may be carried out according to known methods, that is, by treating the fatty material with carbon acids, their anhydrides or halogenides, with or without the use of catalysts, such as anhydrous sodium acetate, zinc chloride, aluminum chloride, sulfuric acid, phosphorus pentoxide, etc.

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Milled Toilet Soap Troubles

(*From Page* 71)

tion of borax, containing 1.6 parts by weight of borax to eight parts by weight of hot water. This solution is best prepared on the following day. The mass must be vigorously agitated. The solution is then added to the swollen, hydrated casein. These operations on a large scale are best carried out in enamelled ware.

The kettle, in which the dissolving of the casein is carried out, is surrounded with a water bath and the temperature is maintained at 65 degrees C until the casein has completely dissolved. The mass is stirred a number of times during this operation, and after two hours all of the casein has been completely dissolved. Then 0.4 part by weight of pulverized boric acid is added to the mass and the mixture is thoroughly agitated again. Then fifteen parts by weight of melted, anhydrous wool grease in the liquid state, at about 60 degrees C, are allowed to run into the kettle while the mass is agitated. The kettle is then removed from the water bath. The mixture is well agitated again, particularly as soon as any uncombined wool grease appears on the surface. After the mixture has been allowed to cool down, it has the appearance of a clear white to slightly yellowish, viscous, homogeneous paste, which can be easily sampled with a spatula.

About four to seven per cent of this paste is added to the mixers, and the soap and the casein are accordingly worked up into a homogeneous mass. The appearance of the soap in the mixer now was entirely different than previously. The soap mixture was viscous, plastic and kneadable, while the soap in the form of bars from the plodder was elastic and could be twisted into coils without any cracks appearing in the mass. This same soap was originally brittle to a high degree. None of the soap cakes became scaly. The lathering quality of the soap was strikingly improved. The lather was thick and creamy, and the soap was easily converted into a paste. The cake of soap could be used until it became just a wafer without cracking or breaking in any way.

The author incorporated as much as ten per cent of the casein mixture with the soap without observing any bad results of any kind. Cakes of white soap, manufactured in this manner, were allowed to remain for over a year without there being any change in color at all, while its odor remained good. The author has used casein preparations for many years and he has never experienced any trouble. He found that it was possible in this manner to overcome most serious operating troubles and furthermore he observed that the appearance of the soap was also markedly improved. The soap was made particularly mild in its action, while its keeping quality was materially improved.

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U. S. Largest Olive Oil Buyer

The most important market for Italian olive oil is North and South America, to which countries about 90 per cent of the entire foreign sales is shipped. United States takes 35 per cent of the total Italian exports. Exports of Italian inedible olive oil have also increased considerably as compared with pre-war figures, the annual average having risen from a little over 9,000 metric tons of washed and sulfur olive oil in the period 1909-13 to over 18,000 metric tons in the period 1926-30. The majority of these exports also are taken by the United States, that market accounting for 80 per cent of the total. It should be noted that Italian sales of washed and sulfur oils in North America have increased more than fourfold since the war, as a result both of the remarkable growth of the American soapmaking industry and of the high repute in which Italian industrial oils are held.

The production figures for olive oil from 1909 to 1930 are as follows:

		Yield of Olives (Thousands of Metric Tons)	Output of Oil (Thousands of Hectolitres)
Average	1909–14	1,076.9	1,808
	1925–30	1,172.8	1,969
	1925	874.8	1,490
	1926	1,256.0	1,883
	1927	1,007.3	1,602
	1928	1,413.9	2,400
	1929	1,720.7	3,113
	1930	763.9	1,324

—o—

Exports of chinawood oil from Hankow, China, during the month of February totaled 12,502,000 lbs., as compared with 7,232,000 lbs. in January and 10,108,000 lbs. in February, 1931.

—o—

Toilet soap basis which give the best milling results are those with a fatty acid content of 75 per cent and a titre of 44 degrees.—*Soap Trade & Perf. Rev., Feb.*, 1932.

INSECTICIDE AND DISINFECTANT SECTION

A Section of SOAP

HERE'S GOOD NEWS, MEN!

"We've added some new Clifton items to our line that will help put sales up where they belong."

IT'S popular these days to try various methods to boost sales. One method that has been successful with sanitary supply jobbers is to ADD a few suitable Clifton items to the present line.

Try this *proven* method. It will enable your salesmen to frequently make extra sales to their regular customers and encourage them to go out after new business too.

Even if you already handle similar items we can probably save money for you—we are doing so for many others. It costs nothing to inquire!

Foamwell Liquid Soap
Liquid Soap Concentrate
Liquid Soap Base
Soap Dispensers
Metal Polish

Pine-Gloss Floor Cleanser
Meteor Oil Soap
Cresolene Disinfectant
Pine Tree Disinfectant
Cresol Compound U. S. P.
Insecticide

Deodorette Cakes
Moth-Di Cakes
and Displays
Fragrantaire Blocks
and Wall Containers

ATTRACTIVE IMPRINT LABELS FURNISHED

The Best Time to Boost Sales Is Now—Write NOW!

CLIFTON CHEMICAL CO., INC.

Clifton Building

246 FRONT STREET NEW YORK CITY

Say you saw it in SOAP!

Say you saw it in SOAP!

COAL TAR DISINFECTANTS

KOPPERS

DISINFECTANTS

COAL TAR DISINFECTANT
(Coefficients 2-20)

TAR ACID OILS

CRESOL COMPOUNDS
(Liq. Cresolis Compositus U.S.P. Cresol Compound Technical)

ANIMAL DIPS

CATTLE SPRAYS

CRESOL U. S. P.

CRESYLIC ACID

LIGHT OIL DISTILLATES
(Benzol, Toluol, Xylol, Solvent Naphtha)

WOOD PRESERVATIVES

AGRICULTURAL CHEMICALS
(Ammonium Sulphate Flotation Sulphurs)

NAPHTHALENE
(Crude and Refined . . . All Kinds . . . Moth Balls . . . Flakes

With unexcelled facilities for producing our own raw materials and for compounding and testing them in our own plants and laboratories, we guarantee Dependable Disinfectants of both soluble and emulsifiable types. Our soluble disinfectants form clear, pale solutions and our emulsifiable ones form rich, milky solutions, free from deposit when diluted with water. Our Frozen Tar Acid Oils (10% to 40% strength), properly compounded, yield white-emulsion disinfectants free from naphthalene deposits. Samples, prices and full information furnished gladly on request.

DISINFECTANT AND INSECTICIDE MANUFACTURERS ASSOCIATION I&D MA

These products can be bought by the can or carload . . . put up as your own brand . . . or shipped in bulk.

KOPPERS PRODUCTS CO.
PROVIDENCE PITTSBURGH CHICAGO
BIRMINGHAM SAN FRANCISCO, 274 Brannan Street

THE WHITE TAR COMPANY
KEARNY, NEW JERSEY
Subsidiaries of The Koppers Company

Say you saw it in SOAP!

What do you know about Pyrethrum?

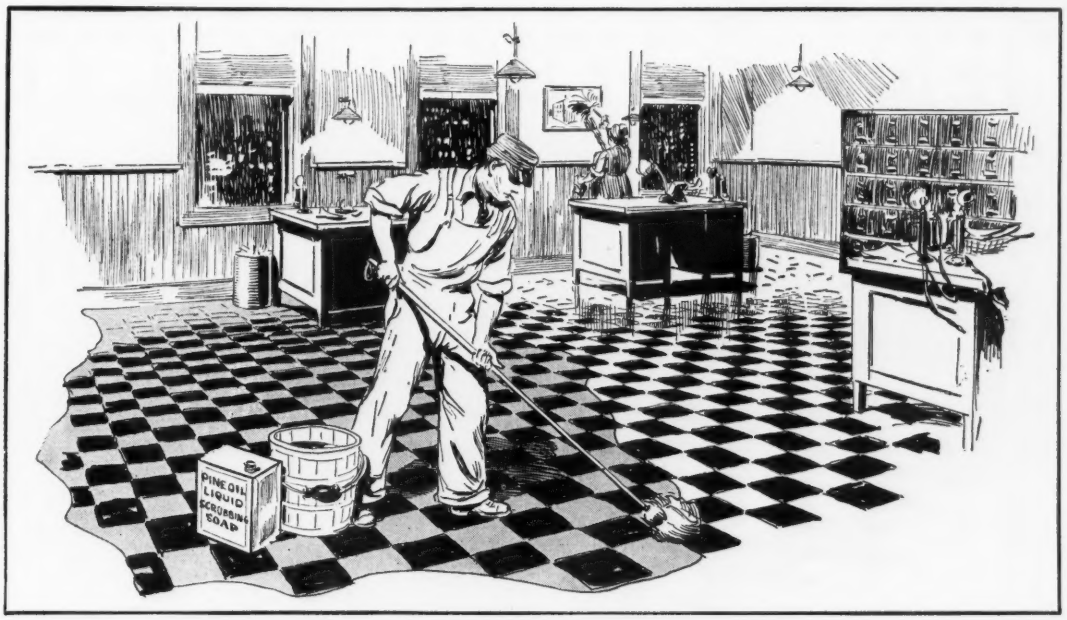
1. Do ground flowers keep better in barrels or bags?
2. Does a waterproof liner affect the keeping qualities?
3. Does Pyrethrum keep better in air tight packages than open trays?
4. What percentage, if any, of the active principle is lost in one year's storage?
5. Do whole flowers lose pyrethrins during storage?
6. How can the best flowers be selected?
7. Do Pyrethrum extracts retain their strength equally well in bottles and cans?
8. Are blue glass bottles better than flint glass?
9. Should amber bottles be used?
10. Are cans suitable containers?
11. Does sunlight affect the activity of kerosene extracts of Pyrethrum?
12. Does heat affect Pyrethrum extract?
13. Do concentrated Pyrethrum extracts retain their strength?

THESE questions and a number of others are answered in two papers, the first of which will be published at an early date in "Industrial and Engineering Chemistry."

We will be glad to send you reprints of these two articles, so that you may know the facts about pyrethrum. The new information in these papers may easily save you thousands of dollars.

One paper also describes our process for manufacturing concentrated pyrethrum extract, with pictures of the largest pyrethrum manufacturing plant in the world.

Every step in our process is described and its efficiency is proved by chemical and biological tests. For information, write to the leading pyrethrum specialists in America since 1901.



What Yarmor Does In Scrubbing Soaps

Yarmor Steam-distilled Pine Oil is a combination of compounds possessing solvent, detergent, and disinfectant properties. It is blended readily in scrubbing soap bases.

The cleansing and detergent properties of Yarmor enable it to loosen and envelop dirt and grease particles so they can be removed by rubbing and rinsing.

The disinfectant property destroys germs and bacteria with which it comes in contact.

Scrubbing soaps containing Yarmor Pine Oil are used for washing linoleum, rubber composition, tile, marble, or cement floors, metalware, windows, bath tubs, kitchen sinks, and for many other cleaning purposes.

Steam-distilled Pine Oil
Steam-distilled Wood Turpentine
Wood Rosin
Alpha Terpineol
Commercial Abietic Acid
Abalyn
(Methyl Abietate)
Nitrocellulose
Chemical Cotton

HERCULES NAVAL STORES

HERCULES POWDER COMPANY
INCORPORATED

961 Market Street....Wilmington, Delaware

Branch Offices...Chicago. .New York...St. Louis...Salt Lake City...San Francisco

---

HERCULES POWDER COMPANY, 961 Market Street, Wilmington, Delaware.

Please send a sample of Yarmor Steam-distilled Pine Oil ☐

Please send information regarding Yarmor Steam-distilled Pine Oil for liquid scrubbing soaps ☐

Name..... Company.....

Street..... City..... State..... .....

QQ-22

Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT SECTION

A Department of SOAP

SOAP is official publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

Come To Chicago—May 23!

THE Eighteenth Annual Mid-Year Meeting of the Insecticide & Disinfectant Manufacturers Association will be held next week at the Edgewater Beach Hotel, Chicago. The dates are Monday and Tuesday, May 23 and 24. An appeal to the membership by President Stone to attend the meeting this year is backed up by an unusually interesting program. Discussion of internal problems of the industry will take up practically the full time of the meetings. Everything has been set aside to give a clear track for discussion of problems growing out of present business conditions as they affect insecticide and disinfectant manufacture and sales. The meeting is only a week away. Most of the membership and guests are planning to arrive in Chicago on Sunday for various informal conferences. Plan to be present and if you have not done so, wire the hotel at once for a reservation, mentioning the name of the Association so that you will receive reduced rates.

—o—

Compulsory Disinfectant Testing

AN AMENDMENT to the Insecticide Act of 1910 which has been introduced by Senator Copeland of New York, calls for the compulsory testing of all disinfectants which it is feasible to test, and the indication of the phenol coefficient of all products on the container. The test to be used will undoubtedly be the method of the Food & Drug Administration, known as the F.D.A. Test, which will replace the Rideal-Walker and the Hygienic Laboratory Methods. The recent publication of this test in full by the Department of Agriculture was at that time believed to be a forerunner of the introduction of the proposed amendment to the Insecticide Act.

Compulsory testing and marking with coefficient should go a considerable distance to eliminate fakery and misrepresentation in the sale of disinfectants. It will put all manufacturers on an even basis and will tend to raise the entire plane of the business. The adoption of a test "to be designated by the Secretary of Agriculture" means the F.D.A. Test, which will do much to eliminate confusion now existing where other tests, giving different results, are being used.

There is a fair chance of the amendment being adopted at this session of Congress, according to reports in Washington. It has met with the general approval of the Food & Drug Administration, the Insecticide & Disinfectant Manufacturers Association, and leading legislators. Whether it is adopted by this Congress or the next, it is a piece of legislation which has been needed for some years and is bound to come.

TO THE MEMBERS OF THE INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION—

OUR MID-YEAR MEETING, TO START MAY 23d AT THE EDGEWATER BEACH HOTEL, CHICAGO, IS LESS THAN ONE WEEK AWAY. YOUR ATTENDANCE IS ABSOLUTELY ESSENTIAL. THIS IS NO TIME FOR FINE-SPUN THEORIES OR ACADEMIC DISCUSSIONS. MORE EFFICIENT SALES AND ADVERTISING METHODS, AND MORE CAREFUL CONTROL OF EXPENDITURES MUST OVERCOME RESTRICTED BUYING AND LIMITED PURCHASING POWER.

HOW CAN WE INCREASE SALES? HOW CAN WE DECREASE EXPENSES? HOW CAN WE INCREASE PROFITS? HOW CAN WE MEET COMPETITION? HOW CAN WE REDUCE THE COST OF DISTRIBUTION? HOW CAN WE STAMP OUT UNFAIR TRADE PRACTICES? THESE AND MANY OTHER QUESTIONS ARE TO BE DISCUSSED.

COME PREPARED TO HEAR,—COME PREPARED TO SPEAK! THIS IS YOUR MEETING. CONDITIONS WILL IMPROVE ONLY WHEN AMERICAN BUSINESS MEN DECIDE TO ***MAKE*** THEM IMPROVE INSTEAD OF WAITING TO "LET GEORGE DO IT." TO MAKE THEM IMPROVE IS THE SPIRIT OF OUR MEETING.

AN INTERESTING PROGRAM HAS BEEN PREPARED. OUR OWN MEMBERS ARE GOING TO TELL HOW THEY HAVE BEEN ABLE TO IMPROVE MANUFACTURING METHODS AND PERFECT SELLING TECHNIQUE. AND AMPLE OPPORTUNITY IS TO BE AFFORDED FOR OPEN DISCUSSIONS FROM THE FLOOR ON TOPICS OF VITAL INTEREST. DON'T MISS THEM.

BETTER TIMES ARE AHEAD. LET'S HELP THEM COME SOONER!

Evans E. A. Stone

PRESIDENT

Looking south across the tennis courts and miniature golf course of the Edgewater Beach Hotel, Chicago, with the hotel and Lake Michigan in the background.

Insecticide and Disinfectant Chicago Meeting Plans Announced

PLANS for the 18th Mid-year Meeting of the Insecticide & Disinfectant Manufacturers Association, including program for the business sessions, have been announced by W. J. Andree, chairman of the Program Committee, and Harry W. Cole, secretary and chairman of the Convention Committee. The general meeting will last two days, Monday and Tuesday, May 23 and 24. Business sessions will be held both morning and afternoon in the Lincoln Room of the Edgewater Beach Hotel. Admission to the sessions will be restricted to active and associate members, and others holding cards of admission. Such cards can be secured by application to the Secretary's office, Holbrook, Mass.

The mid-year meeting will get under way informally on Sunday, May 22, the day preceding the opening of the convention, with an informal golf tournament to be held at the Tam O'Shanter Country Club on Sunday afternoon. Entry fee, including all expenses and transportation, will be five dollars per person. Busses will leave the hotel about Sunday noon for the course and will return late in the afternoon to the hotel. The golf arrangements are in charge of the Entertainment Committee. Those who plan to play are asked to communicate with the chairman, Grant A. Dorland, at the Edgewater Beach Hotel before Saturday night. The golfing party will be arranged to end in time that members of the Board of Governors and all committee chairmen will be back at the hotel before 7.00 P. M. Sunday evening in time for a combined meeting of the Board and committees.

On Monday evening, no set plan of entertainment has been laid out. On Tuesday evening, at the close of the convention, the mid-year informal dinner will be held in the Lincoln Room of the Hotel. A floor show of sixteen acts has been planned by the entertainment committee in charge of Joe Brenn, Chicago entertainer, who will act as master of ceremonies. The dinner will start at 7:00 P. M. There will be no speakers.

H.W. Cole, secretary, and chairman of the convention committee.

Evans E. A. Stone, president, will preside at Chicago.

THE meetings will open at 9:00 A. M. on May 23rd with registration. Tickets covering luncheons, which will be served each day of the meeting, and the dinner and show will be fifteen dollars per person as heretofore. On the program for Monday morning will be several important committee reports, followed in the afternoon by the semi-annual report on insecticides by Dr. Robert C. White, acting for C. P. McCormick, committee chairman, who is in Europe. Discussion leader on this report covering new phases of the sale, distribution, and use of insecticides, will be Wallace Thomas of the Gulf Refining Co. The sale and advertising of insecticides will be discussed at the same session by L. M. Barton of Major Market Newspapers, with discussion scheduled to be led by W. G. Griesemer of Black Flag Co. "Do Bulk Buyers of Insecticides Want Price or Quality?" will be the subject of a paper by Walter Andree of Sinclair Refining Co. to be followed by discussion led by Edgar A. Murray of the Edgar A. Murray Co.

A detailed discussion of the new Association standard for liquid insecticides and the test method will follow the report of the Insecticide Standardization Committee by N. G. Gothard of Sinclair Refining Co. Discussion leader on this subject will be Dr. Charles H. Peet of the Rohm & Haas Co. Mr. Gothard will also read a paper on "What is a Proper Insecticide Base?"

The program of Tuesday morning will be given over chiefly to disinfectants and allied products with the report of Dr. George Reddish of Lambert Pharmacal Co. for the scientific committee with special reference to publication of disinfectant nomenclature. A discussion of the proposed change in the Insecticide Act of 1910 covering the compulsory testing and labelling of disinfectants will be led by Peter Dougan of Merck & Co. and C. C. Baird of Baird & McGuire, Inc. Liquid soap will be discussed by J. L. Brenn of Huntington Laboratories, J. V. Halaska of the Acme Chemical Co., D. E. Bachrach of the Clifton Chemical Co., and F. J. Pollnow of the Vestal Chemical Co.

The afternoon program for Tuesday will include a paper by W. J. Zick of Stanco, Inc., on "Marketing Abuses in the Insecticide Industry," to be followed by discussion by F. O. Huckins of the Toledo Rex Spray Co. A paper on the life struggle of the fly, bed bug, and roach, with the use of a modified Peet-Grady Test Chamber will be given by A. G. Grady, co-developer of the Peet-Grady Method. Discussion will follow by Dr. Alfred Weed of John Powell & Co.

Reservations for rooms at the reduced rate for the convention should be made at the Edgewater Beach Hotel at once by those who have not as yet made arrangements. Many out of town members have announced plans to arrive at the hotel on Saturday or Sunday morning preceding the meeting.

The program in full follows:

PROGRAM

MONDAY, MAY 23rd: Morning Session.

9:00 A.M.—Registration, Lincoln Room, Edgewater Beach Hotel.

9:30 A.M.—Meeting called to order by President Evans E. A. Stone of William Peterman, Inc., New York City.

Appointment of Resolutions Committee.

Report of President, Evans E. A. Stone of William Peterman, Inc., New York City.

Report of Treasurer, John Powell, of John Powell & Co., Inc., New York City.

GOLFERS—NOTE!

ALL members or guests of the Insecticide & Disinfectant Manufacturers Association who will attend the meeting in Chicago and who plan to play golf in the informal tournament to be held at the Tam O'Shanter Country Club on Sunday afternoon, May 22,— the day preceding the opening of the meeting,— are requested to communicate with the Entertainment Committee in advance so that arrangement can be made. There will be an entry fee, which includes greens fee, transportation, etc. of $5.00. Either write at once or communicate on Saturday afternoon by phone with the Committee,— care Grant A. Dorland, Edgewater Beach Hotel, Chicago.

Report of Secretary, H. W. Cole, Holbrook, Massachuetts.

Report of Entertainment Committee, Grant A. Dorland of MacNair-Dorland Company, Inc., New York City.

Report of Membership Committee, John Powell of John Powell & Co., Inc., New York City.

Report of the Trade Ethics Committee, Dr. Robert C. White of Robert C. White Company, Philadelphia, Pa.

Proposed amendments to the Constitution and By-laws.

MONDAY, MAY 23rd: Afternoon Session.

2:15 P.M.—Report of the Committee on Insecticides, Charles P. McCormick of McCormick & Company, Baltimore, Md. (By Dr. Robert C. White.)

Discussion Leader — Wallace Thomas of Gulf Refining Company, Pittsburgh, Pa.

Address: "What Is a Proper Insecticide Base?" Also report of the Committee on the Standardization of Insecticides, by N. J. Gothard of Sinclair Refining Company, East Chicago, Indiana.

Discussion Leader—Dr. Charles H. Peet of Rohm & Haas Co., Bristol, Pa.

"Selling Insecticides—How, When, and Where," by L. M. Barton of Major Market Newspapers, Inc., Chicago.

Discussion Leaders—W. G. Griesemer of Black Flag Company, Baltimore, Md., and J. A. Conner of O-Cedar Corp'n, Chicago, Illinois.

"What the Bureau of Foreign and Domestic Commerce is Doing for Other Industries," by C. C. Concannon, Chief, Chemical Division.

Discussion Leader—W. J. Zick of Stanco, Inc., New York City.

"Do Bulk Buyers Want Price or Quality?" by W. J. Andree of Sinclair Refining Co., Inc., New York City.

Discussion Leaders—Edgar A. Murray of Edgar A. Murray Co., Detroit, Michigan, and H. W. Hamilton of the White Tar Company, Pittsburgh, Pa.

W. J. Zick will speak on insecticide marketing abuses.

W. J. Andree has arranged for program and speakers.

TUESDAY, MAY 24th: Morning Session.

9:30 A.M.—Report of the Committee on Disinfectants, Peter Dougan of Merck & Co., Inc., Rahway, N. J.

Discussion Leader—C. C. Baird of Baird & McGuire, Inc., Holbrook, Mass.

Report of the Committee on Standardization of Disinfectants, Dr. Wm. Dreyfus of West Disinfecting Company, Long Island City, N. Y. Discussion Leader—Wm. A. Hadfield, General Laboratories, Inc., Madison, Wisconsin.

Report of the Scientific Committee, Dr. Geo. F. Reddish of the Lambert Pharmacal Company, St. Louis, Missouri.

Discussion Leader — L. C. Himebaugh of Pease Laboratories, Inc., New York City.

Proposed amendment to the Insecticide Act of 1910 to provide for the Compulsory Bacteriological Testing of Disinfectants. Peter Dougan of Merck & Co., Inc., Rahway, N. J., and C. C. Baird of Baird, McGuire, Inc., Holbrook, Massachusetts.

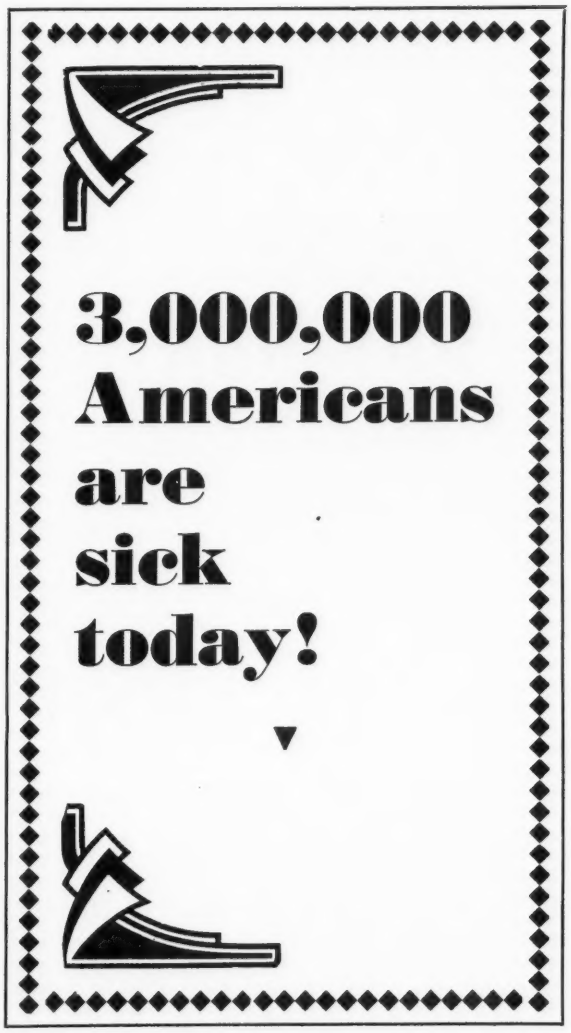
Discussion Leader—H. W. Cole, Holbrook, Massachusetts.

Report of the Committee on Liquid Soap, J. L. Brenn of Huntington Laboratories, Inc., Huntington, Ind. Discussion Leader—J. V. Halaska, Acme Chemical Company, Milwaukee, Wisconsin.

Report of the Committee on Liquid Soap Standardization, D. E. Bach-

(*Turn to Page* 119)

Plan Disinfectant Booklets



THREE million Americans are sick today and every other day. Half of the 3,000,000, it is estimated, are suffering from diseases that could be prevented and stamped out by greater clean-ness about their homes, business places, and other premises. It takes more than scrubbing to do this. Scrubbing may make the surface of things look spotless, but it is powerless against the invisible germs carried from place to place in the dirt, in air currents, and tracked into rooms by people.

Help to prevent sickness in your home and plant by using a disinfectant regularly. Proper disinfection is an easy and simple matter. It is cheaper than doctors' bills.

When you clean a place, use a disinfectant in the scrub water too, and *kill* the germs.

Published under the auspices of the
INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCATION

Showing front and back of a one-sheet envelope "stuffer" proposed by the Disinfectant Committee to be used for general publicity purposes to further the sale of all disinfectants.

A SERIES of booklets on disinfectants and their uses is now being prepared by the Disinfectant Committee of the Insecticide & Disinfectant Manufacturers Association under the supervision of Peter Dougan, chairman of that committee. He is working in conjunction with the Publicity Committee of the Association in laying out and preparing for publication several styles of pamphlets to be used primarily for envelop "stuffers." The committee is starting with the preparation of two pieces of copy which represent ideas submitted by a number of leading disinfectant manufacturers. Tentative plans call for the make-up of additional pamphlets and one-page stuffers until a series of six or eight covering various phases of disinfection and disease prevention, is completed. Ideas and copy from the industry, now in the hands of the committee, will be used in their preparation.

The plans of the committee are to produce the stuffers and booklets in comparatively large quantities (as large as total orders received will permit) and to sell them at cost to disinfectant manufacturers for use alone as circulars, for en-

closures with regular mail, or for enclosures with packages of disinfectants. All will bear the legend "Published under the auspices of the Insecticide & Disinfectant Manufacturers Association." The four-page booklets will in some cases have a blank fourth page which will be available for the advertising announcement of the manufacturer and which will be printed at the same time as the booklets are printed, and the cost of which will be included with the price for the booklets. Where an advertisement appears on the fourth page, copy will be subject to the approval of the Disinfectant Committee.

In addition to some of the proposed layouts shown here, other types of copy are being held by the committee. One which carries the heading "Disease Devils" and a picture on the first page of a Mongolian beating on a large cymbal, states:

"In distant Thibet, when sickness strikes, the primitive Chinese call out their Tombas to frighten away the disease devils. Cymbals clashing, drums rumbling, shrill voices chanting barbaric hymns, these wild-eyed priests try to heal with noise.

"In our civilization, we know that 'disease devils' are minute organisms, invisible to the unaided eye. We know that unless these germs are destroyed where many persons are exposed, disease will break out—epidemics will rage.

"To check the spread of sickness—to promote human health and happiness—disinfect frequently and thoroly. Those who frequent your building are entitled to this protection."

ANOTHER gives a brief story about the "History of Disinfectants" with that caption appearing on the first page. It follows:

"About 250 years ago, a Dutch dry goods merchant by the name of Leeuwenhoek, saw through his home-made microscope the animal and plant life in a drop of water. History records that he was one of the first to combine lenses in such a manner that their magnification was so powerful as to reveal moving objects in water. Not only did he examine water, but turned to search for this invisible life to his own body. Although his teeth were well-preserved, he scraped off a bit of tartar, mixed it with pure rain water and examined it. To his astonishment, he saw many forms of life, some circular, others rod-like, and many shaped like a cork screw. Although this scientist was the first to see bacteria, it remained for his followers to associate them with diseases of man, animals and plants. Following Leeuwenhoek came the brilliant Italian, Spallanzani, who clearly disproved the theory of spontaneous generation of life, and showed that animals, plants, and even microbes must have parents.

Only Fools Ignore Infection!

"Early in the nineteenth century Spallanzani died, and for a number of years the science of Microbiology was at a standstill. However, its life was renewed by Pasteur, whose outstanding researches on the brewing and silk worm industry, and rabies, showed that "sick" beer, diseased silk worms, and rabies were caused by a microscopic form of life called bacteria. Thus, the work of the great Frenchman settled for all time the question of spontaneous generation of life.

"The work of Pasteur had spread beyond the border of France to England and Germany. In England, Lister had learned of Pasteur's observations on the pollution of air by bacteria. This resulted in the introduction of antiseptic surgery, which revolutionized surgical practice throughout the world.

"In Germany, Koch discovered the organism of anthrax of cattle. For the first time, disease producing bacteria were developed outside of the animal body, and when again injected into the body, produced the disease. Koch was also the

IF DISEASE germs were as big as elephants, they would probably cause less trouble than they do. Because they cannot be seen with the naked eye, we are all too much inclined to ignore them and to be careless where they are concerned. And yet they are present everywhere ready at all times to infect us one way or another. They are the means of spreading infectious diseases,—typhoid, diphtheria, tuberculosis, scarlet fever, and a host of others. They infect wounds, cuts, and bruises. They cause boils. They are the cause of the vast majority of our bodily ills.

Only fools ignore infection! But among the army of the careless, are many workmen, foremen, plant superintendents, and plant owners who take no precautions to guard against the common infections in their daily work. Cuts and wounds which lead to serious consequences and prolonged lay-off, the spread of boils throughout a whole department of a factory,—these are unnecessary and can be guarded against with little trouble and insignificant expense.

A bottle, can, or drum of disinfectant is a necessary safeguard in every industrial establishment. Bathe that cut or wound with a solution of disinfectant *immediately* the accident happens. What if it is only a slight cratch? A million germs can enter the skin through a pin prick! Keep a disinfectant handy and use it diluted in water according to directions on the container. Little cuts and scratches grow into big doctors' bills, compensation cases, and loss of workmen's time.

Do not scoff at boils. Prevent them by preventing infection. They are not caused by "bad blood," but by a germ. Kill the germ and there will be no boils. Particularly after working in cutting greases, etc. which are the common spreader of boils in factories, hands and arms should be washed with a coal-tar or chlorine disinfectant in water. This should be done at least twice a day.

There are a hundred other uses for disinfectants in the plant and home. Germs cause infection,—kill the germ and prevent infection. The company which sent you this booklet will be glad to give you further information about the use of the right disinfectant for your purpose.

▲

Published under the auspices of the
INSECTICIDE & DISINFECTANT
MANUFACTURERS ASSOCATION

The two inside facing pages of a proposed four-page booklet. The front cover is shown on the opposite page.

Fourth page is for advertisement of manufacturers who use the booklets. Designed for low cost publicity.

discoverer of the organism of human tuberculosis, and his researches on the growth and artificial cultivation of bacteria laid the foundations of the science of bacteriology.

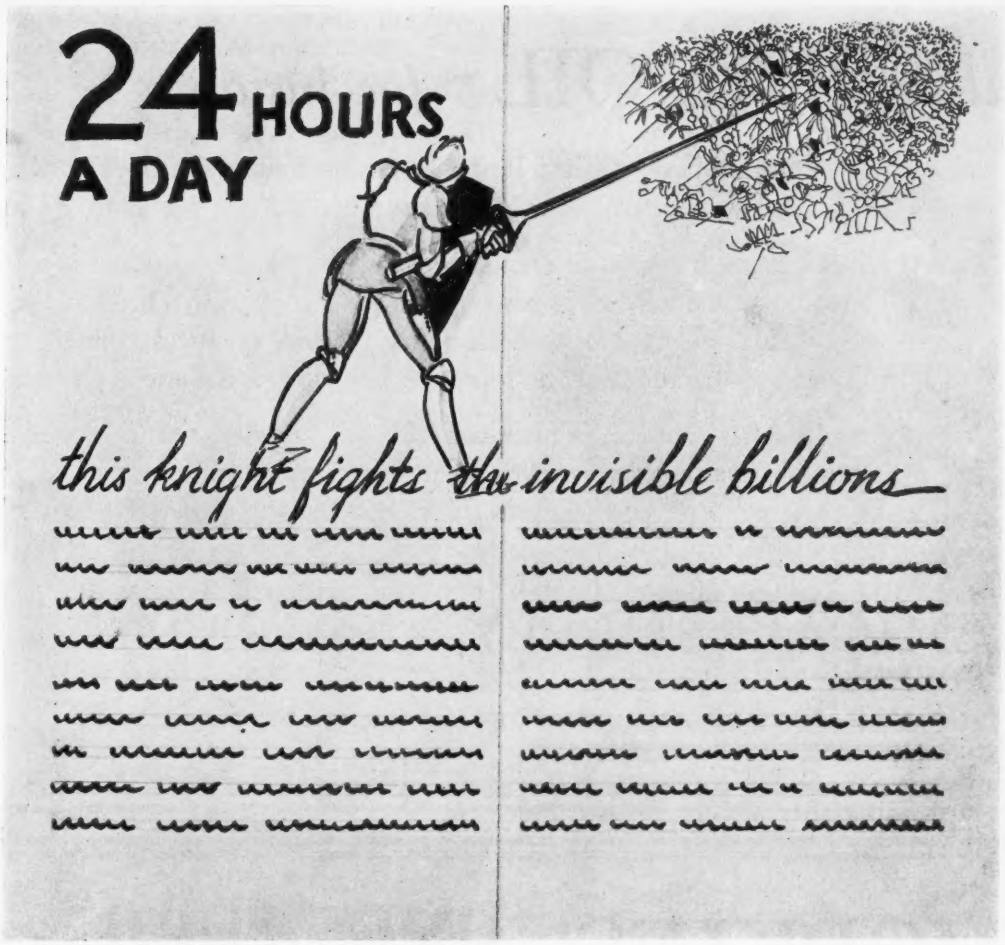
"Although Lister believed that the bacteria in the air were responsible for the suppuration of wounds following operation, we now know that other factors are responsible for wound infections, and that bacteria are introduced not only from the air, but from the hands of the operator, the instruments, the skin of the patient, and possibly the blood stream.

"The science of bacteriology has taught us that bacteria are the cause of many diseases of animal and man, and in order to prevent their spread, it is necessary to use every means known to sanitary science.

"A few decades ago, the American family was more or less isolated from direct communication with other families, with the result that diseases did not assume epidemic form. As the population of our country increased, the family became more dependent upon others, and thus communicable diseases spread from one household to another. The widespread "flu" epidemic of 1918 is an example.

"One of the most powerful agents in preventing the transmission of disease is the correct use of disinfectants in the home, institution, and on the farm. The use of a reliable disinfectant will aid you in safeguarding your household against disease."

Another piece of copy for a one-page "stuffer" is as follows: "What does cleanliness mean to you? The dictionary's definition of cleanliness is 'freedom from dirt and foreign matter.' Many people see dust and dirt only as matter out of place and are satisfied to try to remove it by sweeping, dusting, scrubbing, etc. The man or woman familiar with discoveries made with the



Design of the inside spread of a more elaborate four-page booklet submitted to the Disinfectant Committee. The front cover design of this booklet is shown on the following page of this article.

microscope visions the dust and dirt as airships carrying germs from place to place, and follows the wise precaution of using a reliable disinfectant regularly when cleaning in order to kill the germs in dirt. Hence, true cleanliness involves not only removing dirt which can be seen, but also using a disinfectant to destroy the invisible germs.

"When you clean, use a disinfectant."

THE object of the booklets and "stuffers" is to keep up a continual chain of disinfectant publicity to both industrial and household consumers. Booklets have been decided upon by the committee as the lowest cost method of doing the job, and at the same time distributing the expense as widely as possible among the manufacturers who are willing to cooperate by purchasing and distributing the booklets. The one and only object of the plan is to sell more disinfectants for everybody.

Reproduction of covers and pages here shows the proposed general style of the booklets. They will be printed in one and two colors according to the booklet. They will be available from the committee at about the following tentative prices:

	2 page (1 sheet) stuffers		4 page (no ad) booklets		4 page booklets (with 4th pg. ad included)	
	One color	Two colors	One color	Two colors	One color	Two colors
1,000	5.00	7.50	8.00	12.00	14.00	18.00
2,500	11.00	16.00	15.00	22.00	21.00	28.00
5,000	19.00	28.00	25.00	37.00	31.00	43.00
10,000	32.00	45.00	45.00	60.00	51.00	66.00
15,000	40.00	55.00	60.00	80.00	66.00	86.00
25,000	55.00	75.00	95.00	125.00	101.00	131.00

The above prices will be subject in each case to confirmation by the Disinfectant Committee and are subject to revision according to circumstances, varying with costs of artwork and cuts where they are required. Further details may be secured from the Chairman of the Disinfectant Committee, Peter Dougan, Merck & Co., Rahway, N. J. or from the Publicity Committee, care of *Soap*, 136 Liberty St., New York. Further suggestions will be welcomed by the Disinfectant Committee. If manufacturers who are interested in aiding

in this work through purchase and distribution of the booklets, will communicate with the committee, designating the style and quantity they might possibly take, it will help the committee greatly.

If you are interested in seeing samples of the booklets when they are ready, the committee re-

Proposed cover design for a disinfectant booklet showing the use of art work and cuts which increase costs somewhat.

quests that you communicate with them, indicating approximately the style and quantity required so that costs can be calculated accurately. Every effort will be made to keep the lay-out of the booklets as simple as possible to avoid added expense of art-work, cuts, etc. Nothing elaborate is planned by the committee for the initial series as they desire to keep costs down and encourage their distribution by manufacturers and jobbers.

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Ridene Exterminating Co., formerly at 624 East 63rd street, Chicago, has moved to 1116 East 55th street.

H. I. Koppelman Dies Suddenly

Harold I. Koppelman, president of the U. S. Sanitary Specialties Corp., Chicago, died suddenly Sunday, April 24 of a heart attack at his home in the Shoreland Hotel, Chicago. Mr. Koppelman had only recently returned from a stay in California which he had visited for his health. He returned apparently much improved, and his death was unexpected. He is survived by his wife, his daughter, Eleanor, who is attending school in Paris, and two sisters, Mrs. F. Ginsberg of New York, and Miss Lillian Koppelman. The latter played an active part in the organization of the company with her brother in 1919, and was actively connected with it up to 1928. She has remained a member of the board of directors and will continue in an advisory capacity.

Mr. Koppelman built up his firm from a modest beginning to one of the largest in the sanitary specialties business with branches in New York and Birmingham, and sales offices in practically all large cities of the country. He spent altogether about thirty years in the manufacture and sale of sanitary products. He was a graduate of Columbia University in law. He was an ardent sportsman and athlete, having won trophies in automobile racing, tennis, and golf.

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Dr. Alfred Weed, entomologist, John Powell & Co., New York, has just returned from a trip through Georgia and Florida where he visited several Government experimental stations in the interest of conducting some research work on pyrethrum.

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A manufacturer of a rat killing preparation has entered into an agreement with the Federal Trade Commission under which he will discontinue the use of labels and advertising matter representing that his preparation has been endorsed by the Biological Survey of the United States Department of Agriculture, when no such approval has been accorded.

Say you saw it in SOAP!

Compulsory Disinfectant Testing

Amendment to Insecticide Act of 1910 Calling for Mandatory Testing and Coefficient Labelling, Introduced

AN amendment to the Insecticide Act of 1910, which plans to make mandatory the testing and labelling with phenol coefficient of all disinfectants where practicable, has been introduced into Congress as Senate Bill 4370 by Senator Royal S. Copeland of New York. The bill is understood to have the full support of the Food and Drug Administration of the Department of Agriculture, and the Insecticide & Disinfectant Manufacturers Association. Certain minor points in the original wording of the bill met with the opposition of some chemical and drug trade groups, but with the deletion of them by mutual agreement, the changes in the law were reported to be generally approved. The disinfectants are to be tested by a method prescribed by the Secretary of Agriculture, which it is quite generally understood will be the modified test of the Food and Drug Administration, known as the F. D. A. Test. (See *Soap*, issue Feb., 1932, pg. 99.)

The bill to change the Insecticide Act as it was referred to the Committee on Agriculture and Forestry, follows:

A BILL:—To amend sections 6 and 8 of the Act entitled "An Act for preventing the manufacture, sale, or transportation of adulterated or misbranded Paris greens, lead arsenates, and other insecticides, and also fungicides, and for regulating traffic therein, and for other purposes," approved April 26, 1910.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That that part of section 6 of the Insecticide Act of 1910 (U. S. C., title 7, ch. 6, sec. 122), defining the term "fungicide," be, and the same is hereby, amended by inserting in the fourth line, after the word "fungi," the words "including bacteria," and by adding at the end of section 6 the following: "The term 'tar disinfectant,' as used in this Act, shall include any fungicide intended for use as a disinfectant which is soluble in or miscible with water, and which consists wholly or in part of, and owes its principal disinfectant properties to oils and/or phenols from the destructive distillation of coal, wood other than pine, and/or petroleum and its products. The term 'pine disinfectant,' as used in this Act, shall include any fungicide intended for use as a disinfectant which is soluble in or miscible with water, and which consists wholly or in part of, and owes its principal disinfectant properties to, pine oil and/or oils from the destructive distillation of pine wood," so that section 6, as hereby amended, shall read in full as follows:

"SEC. 6. That the term 'insecticide,' as used in this Act, shall include any substance or mixture of substances intended to be used for preventing, destroying, repelling, or mitigating any insects which may infest vegetation, man or other animals, or households, or be present in any environment whatsoever. The term 'Paris green,' as used in this Act, shall include the product sold in commerce as Paris green and chemically known as the aceto-arsenite of copper. The term 'lead arsenate,' as used in this Act, shall include the product or products sold in commerce as lead arsenate and consisting chemically of products derived from arsenic acid (H_3AsO_4) by replacing one or more hydrogen atoms by lead. That the term 'fungicide,' as used in this Act, shall include any substance or mixture of substances intended to be used for preventing, destroying, repelling, or mitigating any and all fungi, including bacteria, that may infest vegetation, or be present in any environment whatsoever. The term 'tar disinfectant' as used in this Act, shall include any fungicide intended for use as a disinfectant which is soluble in or miscible with water, and which consists wholly or in part of, and owes its principal disinfectant properties to, oils and/or phenols from the destructive distillation of coal, wood other than pine, and/or petroleum and its products. The term 'pine disinfectant,' as used in this Act, shall include any fungicide intended for use as a disinfectant which is soluble in or miscible with water, and which consists wholly or in part of, and owes its principal disinfectant properties to, pine oil and/or oils from the destructive distillation of pine wood."

SEC. 2. That section 8 of the said Act (U. S. C., title 7, ch. 6, sec. 131), defining "misbranding," be, and the same is hereby, amended by substituting a semicolon for the period at the end of said section, and adding at the end thereof the following: "fourth, if it be a tar disinfectant or pine disinfectant, or a mixture of both, and its label fail to bear a plain, conspicuous, correct, and definite statement of the phenol coefficient thereof, as determined by the methods prescribed and promulgated by the Secretary of Agriculture. The Secretary of Agriculture is hereby authorized to prescribe and promulgate the method by which the phenol coefficient shall be determined, and such method, when prescribed and promulgated by said Secretary and in effect at the time such disinfectant becomes subject to the provisions hereof, shall be the method by which said phenol coefficient shall be determined; fifth, if it be a tar disinfectant or pine disinfectant, or a mixture of both, and is intended as a disinfectant against pyogenic (pus-forming) organisms, and its label fail to bear, in addition to the phenol coefficient statement, a plain, conspicuous, correct, definite, and informative statement, in such manner as the Secretary of Agriculture shall by regulation prescribe, either of its phenol coefficient as against such strain of pyogenic (pus-forming) organisms as the Secretary of Agriculture may designate and promulgate, or of the dilution at which it will kill such designated strain in five minutes at 20 degrees Centigrade. The Secretary of Agriculture is hereby authorized to designate the strain of pyogenic organisms against which such disinfectant shall be tested, and to prescribe the methods of determining the phenol coefficient against such strain and the methods of determining the dilution at which the disinfectant will kill such designated strain in the time and at the temperature hereinbefore specified. Such strain of pyogenic organisms and such methods of testing such disinfectant prescribed and promulgated by the Secretary of Agriculture and in effect

at the time such disinfectant becomes subject to the provisions hereof, shall be the strain and the methods by which said phenol coefficient and dilution shall be determined," so that section 8, as hereby amended, shall read in full as follows:

"SEC. 8. That the term 'misbranded', as used herein, shall apply to all insecticides, Paris greens, lead arsenates, or fungicides, or articles which enter into the composition of insecticides or fungicides, the package or label of which shall bear any statement, design, or device regarding such article or the ingredients or substances contained therein which shall be false or misleading in any particular, and to all insecticides, Paris greens, lead arsenates, or fungicides which are falsely branded as to the State, Territory, or country in which they are manufactured or produced.

"That for the purpose of this Act an article shall be deemed to be misbranded—

"In the case of insecticides, Paris greens, lead arsenates, and fungicides: First, if it be an imitation or offered for sale under the name of another article; second, if be labeled or branded so as to deceive or mislead the purchaser, or if the contents of the package as originally put up shall have been removed in whole or in part and other contents shall have been placed in such package; third, if in package form, and the contents are stated in terms of weight or measure, they are not plainly and correctly stated on the outside of the package.

"In the case of insecticides (other than Paris greens and lead arsenates) and fungicides: First, if it contains arsenic in any of its combinations or in the elemental form and the total amount of arsenic present (expressed as per centum of metallic arsenic) is not stated on the label; second, if it contains arsenic in any of its combinations or in the elemental form and the amount of arsenic in water-soluble forms (expressed as per centum of metallic arsenic) is not stated on the label; third, if it consists partially or completely of an inert substance or substances which do not prevent, destroy, repel, or mitigate insects or fungi and does not have the names and percentage amounts of each and every one of such inert ingredients plainly and correctly stated on the label: *Provided, however,* That in lieu of naming and stating the percentage amount of each and every inert ingredient the producer may, at his discretion, state plainly upon the label the correct names and percentage amounts of each and every ingredient of the insecticide or fungicide having insecticidal or fungicidal properties, and make no mention of the inert ingredients, except in so far as to state the total percentage of inert ingredients present; fourth, if it be a tar disinfectant or pine disinfectant, or a mixture of both, and its label fail to bear a plain, conspicuous, correct, and definite statement of the phenol coefficient thereof, as determined by the methods prescribed and promulgated by the Secretary of Agriculture. The Secretary of Agriculture is hereby authorized to prescribe and promulgate the method by which the phenol coefficient shall be determined, and such method, when prescribed and promulgated by said Secretary and in effect at the time such disinfectant becomes subject to the provisions hereof, shall be the method by which said phenol coefficient shall be determined; fifth, if it be a tar disinfectant or pine disinfectant, or a mixture of both, and is intended as a disinfectant against pyogenic (pus-forming) organisms, and its label fail to bear, in addition to the phenol coefficient statement, a plain, conspicuous, correct, definite, and informative statement, in such manner as the Secretary of Agriculture shall by regulation prescribe, either of its phenol coefficient as against such strain of pyogenic (pus-forming) organisms as the Secretary of Agriculture may designate and promulgate, or of the dilution at which it will kill such designated strain in five minutes at twenty degrees Centigrade. The Secretary of Agriculture is hereby authorized to designate the strain of pyogenic organisms against which such disinfectant shall be tested, and to prescribe the methods of determining the phenol coefficient against such strain and the methods of determining the dilution at which the disinfectant will kill such designated strain in the time and at the temperature hereinbefore specified. Such strain of pyogenic organisms and such methods of testing such disinfectant, prescribed and promulgated by the Secretary of Agriculture and in effect at the time such disinfectant becomes subject to the provisions hereof, shall be the strain and the methods by which said phenol coefficient and dilution shall be determined."

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Volatile Poison Bill Killed

A bill to regulate the sale, labelling, and packaging, of volatile poisons, including "all halogen compounds of hydrocarbons" in a concentration of five per cent or more, known as Senate Bill 3853, introduced by Senator Bingham of Connecticut, has been killed in committee, according to reports, and will not be reported out by the Committee on Agriculture and Forestry. The bill would have covered paradichlorbenzene and many of the chlorinated solvents, and would have required that they be labelled, or that any products containing 5% of them be labelled "The fumes are poisonous. Do not inhale. Avoid contact with the skin. In case of accident, send for an inhalator." The bill will be referred to the U. S. Department of Agriculture and the U. S. Public Health Service for opinions as to the need of such legislation.

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First Fumigant Convictions in N. Y. C.

The new fumigators and exterminators license regulations in New York have already resulted in two convictions. In one case a woman without a license fumigated an apartment with sulfur. The fumes annoyed other tenants, a complaint to the police and subsequent conviction following. In the other instance a licensed fumigator, using cyanide, failed to report in advance to the police. Of additional interest was a death resulting from the bulk sale of white sodium fluoride by a drug store. The fluoride was subsequently used to poison milk. The druggist is being prosecuted by the Health Department under the new regulations.

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Imperial Brass Manufacturing Company, Chicago, has been awarded the contract for building the sanitary equipment to be used on the sister ship of the Akron, namely, the Macon ZRS—5. Imperial Brass Manufacturing Company also furnished the equipment for the Akron—the world's largest dirigible. All fixtures have been designed specially for aeronautical installations where compactness and light weight are of primary importance.

Farm Use of Disinfectants

Farmers can count upon "premise disinfectants" to aid them in the prevention or control of livestock diseases only when their premises, such as barns, stables, and yard, are contaminated with organisms which cause communicable disease, according to H. E. Moskey, Veterinarian, Federal Food and Drug Administration. "Communicable diseases usually are spread by direct contact with diseased animals or with animals that may not show symptoms of disease, although having been exposed to it," says Doctor Moskey. "Obviously, where the possibility of contact with diseased animals or carriers exists, premise disinfectants are incapable of stopping the spread of the malady. Furthermore, a disinfectant may easily be rendered inert by the presence of filth and dirt. Recommendations for disinfecting premises should, therefore, in all cases include directions for the removal of all filth and dirt and the thorough cleaning of the premises before a disinfectant is applied. Disinfectants have value in helping the farmer to make his premises sanitary, but their worth for this purpose is strictly limited to their ability to prevent the premises themselves from spreading disease.

The Federal Food and Drug Administration is now conducting a survey of premise disinfectants on the market, states Doctor Moskey. Several, labeled with claims which might create in the mind of a farmer a false sense of security, have been found. The Administration holds that label statements implying that a disinfectant or antiseptic can prevent diseases of livestock, under all conditions, are unwarranted and in violation of the Federal food and drugs and insecticide acts.

"Section 8 of the Federal insecticide act," says Doctor Moskey, "requires a declaration on the label of antiseptics and disinfectants of the name and percentage content of each of the inert ingredients or, in lieu of this, a statement of the name and percentage amount of each active ingredient and the total percentage of inert ingredients. A manufacturer who labels his product as an antiseptic or disinfectant, when the article is not capable of inhibiting or destroying bacteria, in the dilution recommended, and in a time comparable to that during which it would have opportunity to act, is misbranding the article under the food and drugs act and the insecticide act. Manufacturers should base their claims on adequate bacteriological tests."

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Lambert Pharmacal Co. earned net profit of $1,446,559 in the quarter ended March 31, 1932, equal to $1.93 a share. This compares with $2,110,307, or $2.81 a share, in the first quarter of 1931.

Back to nature at *The Homestead*, Hot Springs, Va. In the foreground is John Powell of John Powell & Co., New York, driver of the rig. His companion is Dr. H. A. Naumer, Brooklyn physician. On horseback is V. E. Williams, Eastern manager for the Monsanto Chemical Works.

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The U. S. Bureau of Animal Industry has granted permission for the use of 101 brands of saponified cresol solutions, in the official disinfection of cars, yards, and other premises. A detailed list of the manufacturers of these materials, shows wide geographical distribution of plants, producers being located in 26 states, the District of Columbia and Canada.

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Paradichlorbenzene blocks for dispersion under water in toilets, etc., can be made by the addition of varying percentages of diglycol stearate, according to the Glyco Products Co., Brooklyn. This gives a block which dissolves at a slow rate from a water drip or when suspended in water and releases finely dispersed paradichlorbenzene, naphthalene, phenol, or other water insoluble substance.

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Imports of coal-tar creosote into United States during February, 1932, amounted to 432,908 gallons, worth $58,474. Imports of cresylic acid totaled 518,860 pounds, priced at $28,677. Naphthalene imports were 3,090,382 pounds, worth $27,349.

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Koppers Gas and Coke Co. and subsidiaries earned net profit of $2,458,187, or $12.29 a share, during 1931, as compared with $3,140,113, or $15.70 a share in 1930.

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Neutroleum *alpha* and Neutroleum *gamma* are new deodorizing products being manufactured by Fritzsche Brothers, Inc., New York, for use with petroleum solvents, insecticides, disinfectants, cleaning fluids, cleaners' naphtha, etc. Two pounds are stated as the requirement to cover the odor of an ordinary tank car of naphtha or insecticide base.

The Insecticide *and* Disinfectant Manufacturers Association

OFFICERS

President.....Evans E. A. Stone
William Peterman, Inc., New York

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S. S. Selig.....The Selig Co., Atlanta
Dr. Robert C. White....Robt. C. White Co., Philadelphia
W. J. Zick.....Stanco, Inc., New York

Membership

Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

For further details, communicate with

INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
Harry W. Cole, Secretary
HOLBROOK MASS.

Notes of the Trade

Charles P. McCormick, vice-president of McCormick & Co., Baltimore, sailed May 7 on the "Brittanic" for a three months' business trip through Europe. He will visit England, Germany, Denmark, Holland, Belgium, France, and Spain. He is accompanied by Mrs. McCormick.

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West Disinfecting Co., Long Island City, N. Y., has appointed Alfred J. Silberstein, Inc., New York, as advertising agent.

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Baird & McGuire, Inc., Holbrook, Mass., recently received a letter from Cuba, which was addressed as follows: "Srs. Bear Mac Giiire, Hoolhock, Massachust, U. S. A." The letter was mailed in Cuba on Apr. 11 and delivered on Apr. 15, there being no delay on delivery whatever. This is an unusual case of freak addressing where the letter was delivered promptly.

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A new product for the prevention of oil dermatitis, boils and other skin infections in plants where cutting oils are used is now being marketed by the Huntington Laboratories, Huntington, Ind., under the name of "Derma-san." It is stated to have a phenol coefficient of 15, is non-corrosive, and is used by adding a pint to every fifty gallons of cutting oil or compound.

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Edward F. Frank, associated for many years with McIlvaine Bros., Philadelphia, as their New York manager, has acquired an interest in Escho Corp., New York, importers of gums, waxes and drugs.

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Windsor Wax Co., Hoboken, N. J., has taken 6,500 square feet of additional space in the building next to their plant at 611 Newark Street. All of the ground floor of the building will be occupied for factory purposes and the offices of the company will be moved to part of the second floor. Windsor makes a complete line of floor waxes for the jobbing trade.

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Merck & Co., Rahway, N. J., recently started construction of a new research laboratory. The building is to be a brick structure consisting of a central two-story wing and two adjoining one-story wings.

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E. R. Squibb & Sons earned net profit of $1,651,234 in 1931, as compared with $1,571,648 in 1930.

Say you saw it in SOAP!

Fuld Brothers in New Plant

Fuld Brothers (Alpine Chemical Co.), Baltimore, who have been engaged in the manufacture of deodorants, disinfectants and insecticides since 1924, have moved from their former location, 659 West Pratt street, to larger quarters at 2310 Frederick avenue. Each year since the organization of the company eight years ago, it has been found necessary to lease additional storage or manufacturing space until further scattering of various departments seemed impractical. The new building assembles everything under one roof.

The present structure comprises 28,000 square feet of modern daylight manufacturing and warehouse space and is expected to meet all requirements for a number of years. It is planned as the first unit of a greater structure which is eventually to cover all available space on the property. Considerably improved traffic and shipping facilities are available at the new plant. By careful planning the moving was accomplished in ten days with an average loss in production of only three days.

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Determination of the complete chemical structure of rotenone by three chemists of the Bureau of Chemistry and Soils, U. S. Dept. of Commerce, is reported by Dr. C. A. Browne, assistant chief of the bureau. Dr. Browne named Dr. F. B. LaForge, Dr. H. L. Haller and L. E. Smith as the men responsible for the discovery. He forecast synthesis of rotenone as a result of the discovery, as well as synthesis of other insecticidal compounds of analogous structure.

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The offer of P. C. Reilly, Indianapolis, of $2,172,636 for the properties and capital stock of International Combustion Tar & Chemical Corp. makes it seem probable that creditors will be paid about 50% of the amount of their claims at once. The reorganization committee recommended acceptance of the offer, as it felt that under present conditions the possibility of operating at a profit would be remote.

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Schoffield Products Co., New Orleans, makers of soaps, insecticides, disinfectants, polishes, etc., moved recently to 227 S. Peters street.

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Exports of dental creams from United States in February, 1932, amounted to 173,735 lbs., worth $132,865, as compared with 161,173 lbs., valued at $152,358, during February, 1931.

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A new shampoo containing egg yolk is being introduced by Lanzette Laboratories, Chicago, under the name, "Aneg."

Simmonds Heads U. S. Sanitary

George L. Simmonds, vice-president of the U. S. Sanitary Specialties Corp., Chicago, has been chosen president of the firm to succeed the late Harold I. Koppelman who died late in April. Harold L. Aronson, for several years sales manager, has been chosen to fill the position of vice-president. Mr. Simmonds has been associated with the company for the past eight years, taking over the executive duties of Miss Lillian Koppelman when she retired from active participation in the business four years ago. Mr. Simmonds and Mr. Aronson will carry on the management of the business without change in policies. Miss Koppelman will continue in an active advisory capacity and as a member of the board.

Geo. L. Simmonds

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Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of Foreign Trade Opportunity in writing.

57,187	Antiseptics and disinfectants	Italy	Agency or Purchase
57,253	Disinfectants and agricultural insecticides	Italy	Agency
57,271	Glycerine	Germany	Agency
57,304	Laundry soaps	Canada	Agency
57,409	Tooth paste and powder, cleaning powder and deodorants	Argentina	Agency
57,437	Insecticides and disinfectants	Panama	Agency
57,449	Toilet soaps, tooth pastes and powders	Mexico	Agency or Purchase
57,553	Toilet soaps	Yugoslavia	Agency or Purchase

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No More Products Co., Sierra Madre, Calif., household insecticides, has removed recently to 1850 Midwick drive, Altadena, Calif.

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Anchor Cap & Closure Corp., Long Island City, has prepared a folder stressing the advertising value of the packaged product on the retail shelf. Particular attention is given to the part which the closure can play in increasing the advertising value of the package.

Say you saw it in SOAP!

Odac Manufacturing Co., New York, is now offering two new types of wall bracket dispensers for their moth liquid and their deodorizing fluid. The moth relief is a cedar odor in dispensing bottle as shown, encased in an aluminum holder, 2 inches in diameter by 5½ inches high. The deodorizing unit is the same size in aluminum with the name on a colored background according to the odor. Odors include lavender, rose, pine, lilac and violet. The company also makes a unit for use on electric fans.

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Program Association Meeting

(*From Page* 99)

rach of Clifton Chemical Co., New York City.

Discussion Leader—F. J. Pollnow, Vestal Chemical Co., St. Louis, Missouri.

TUESDAY, MAY 24th: Afternoon Session.

2:00 P.M.—"Marketing Abuses in the Insecticide Industry," by W. J. Zick of Stanco, Inc., New York City.

Discussion Leader—F. O. Huckins of the Toledo Rex Spray Co., Toledo, Ohio.

"How Can We Increase the Sale of Disinfectants?" by Ira P. MacNair, of MacNair-Dorland Company, Inc., New York City.

Discussion Leader—S. S. Selig of The Selig Co., Atlanta, Ga.

"The Life and Early Struggles of the Fly, Roach and Bedbug," by A. G. Grady, Co-Developer of the Peet-Grady Method. (With a demonstration test chamber.)

Discussion Leader — Dr. Alfred Weed of John Powell & Co., Inc., New York City.

Selection of a Fly Spray Base

About 85-90 per cent of the content of "fly-sprays" with a petroleum base consists of mineral oil, the selection and preparation of which is, therefore, important. Using several of the oil bases of effective proprietary fly-sprays, the author compared them with 7 other oils in order to obtain an indication as to which of the latter are likely to be satisfactory for the manufacture of such sprays. The examination of the oils as to boiling-point, residue, and temperature at which up to 50 volumes per cent are given off was made by the Engler method, and these results and also the specific gravities are recorded in a series of tables. From the characteristics of the fly-sprays he considers that it is best to select an oil with a high natural content of toxic substances (e. g., naphthenes in Russian oil) or one that, by cracking, has been enriched in olefinic, aromatic, or naphthene hydrocarbons. Mineral oil can be classed also according to the Riesenfeld "boiling point number," which for the fly-sprays tested averaged 43.9, and a typical base would be a fraction boiling between 160 and 297° C. with 0.5 per cent distillation residue and 50 volumes per cent given off at or below 221° C. and with a Riesenfeld number of 42.6, which is within 1.3 of the average named. The selection should be based on the following approximate Riesenfeld-Bandte figures: 11.4 per cent olefines, 15.5 per cent aromatic substances, 12.1 per cent naphthenes, and 61 per cent paraffins, and with 20.8 as the uncorrected toluol value. When the fluid is allowed to evaporate, it should leave the smallest possible residue.—E. Pannewitz in *Zeit. fur Disinfektion*, Dresden, pg. 465, Nov., 1931. Abstract from *Review of Applied Entomology*, Mar., 1932.

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J. L. Hopkins, New York, importers of crude drugs, moved May 1 to new quarters on the eighth floor of the St. Paul building at 220 Broadway. The company has long been prominent in the drug trade, and for the past forty-two years has occupied offices at 100 William street.

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Mecca Co., Cleveland, has issued a folder announcing free goods deals which they are offering at this time on their various products, which include cleaners, sweeping compounds, liquid soap and bath crystals.

—o—

Idico Corp., New York, manufacturers of insecticides,, moth preventives, etc., have moved to larger quarters at 461 Eighth Avenue. The company operates a plant at Woodbridge, N. J.

Review of Patents for Polishes

(*From Page* 30)

One patent is very specific as to the following preferred proportions.

Alcohol	31.25%
Paraffin oil	62.5%
Shellac	3.125%
Citronella	0.7812%
Alkanet root	1.5625%
Oil of mirbane	0.7812%

These percentages also appear in the claims (1,410,041).

A dressing or polish is prepared from a special asphalt base containing 38 per cent asphalt, 14 per cent ammonia and 48 per cent kerosene. The final product contains 11 per cent of asphalt, 8 per cent ammonia, 35 per cent kerosene, 17 per cent oil of cedar, 23 per cent lubricating oil and 6 per cent turpentine (1,435,717). One per cent of borax is added to 72 per cent water, 12 per cent kerosene oil, 12 per cent paraffin oil, 3 per cent yellow wax to give a more durable and permanent luster (1,550,137).

Another composition contains 28 per cent fresh buttermilk, 4 per cent salt, 28 per cent paraffin oil, 13 per cent turpentine, 13 per cent denatured alcohol, 13 per cent water, 1 per cent oil of cedar leaves and a trace of dye (1,211,188).

A mixture of 14 per cent sodium salts of complex sulfonic acids of aromatic hydrocarbons with side chains of 2 or more carbon atoms (British 384,367) and 86 per cent sodium acid sulfate in solution in water may clean various painted surfaces but cannot be expected to act as a definite polish (British 307,141).

Yet another is 13 per cent orange juice, 13 per cent alcohol, 43 per cent turpentine, 13 per cent pulverized chalk, 3 per cent paraffin, 13 per cent kerosene and 2 per cent of a viscous oil (Canadian 288,382).

Sometimes formulas become complicated, possibly unnecessarily so. The following formula is described in 1,218,163.

Camphor	1.3%
Oil of sweet almonds	1.3%
Gum arabic	1.3%
Water	1.3%
Venice turpentine	2.0%
Oil of sassafras	0.6%
Olive oil	2.0%
Hydrochloric acid	2.0%
Sulfuric acid	2.3%
Cider vinegar	42.6%
Kerosene	32 %
Turpentine	10 %
Rotten stone	..0.6%

The patent exceeds 2,500 words in length of which over 1,000 are consumed in describing the process for making the product.

A Bit of the Unusual

THE ingredients have ranged from gasoline to heavy grease, from acetic to phosphoric acid, from olive to castor oil. Some of the curious materials used in the patents will bear summarizing. These include raw eggs (1,009,547, 1,099,998, 1,153,686, 1,404,367), Dragons blood (1,067,359), wine (1,088,998), sugar (1,088,998), buttermilk (1,211,188), salt (1,211,188), wood extract (1,309,171), varnish oak tan (1,331,260), methyl orange (1,356,075), fermented fruit juices (1,362,907), oil of cajeput (1,400,826), benzyl ester (1,415,570) asphalt (1,435,717), Listerine (1,496,735), coffee wax (1,535,952) (1,595,690), rose wax (1,595,690), furfural (1,555,149), carbolic acid (1,555,149), skunk oil (1,566,576), juice of partly decayed oranges, lemons, pineapples and bananas (1,709,819), gum from the chicken-grape vine (1,725,245), cup grease (1,733,389), onion water (1,768,970), arabic acid (1,774,227) and cactus juice (Canadian 304,041).

An appropriate addition to the list might be a polish containing 10 per cent juice of the "*cackleberry*" tree. No one as yet seems to have added chicken blood to polishes.

STATEMENT OF OWNERSHIP

Statement of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Soap, published monthly at New York, N. Y., for April 1, 1932.

State of New York, County of New York.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Grant A. Dorland, who, having been duly sworn according to law, deposes and says that he is the Business Manager of Soap and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, MacNair-Dorland Company, Inc., 136 Liberty St., N. Y. C.; Editor, Ira P. MacNair, 136 Liberty St., N. Y. C.; Managing Editor, None; Business Manager, Grant A. Dorland, 136 Liberty St., N. Y. C.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

MacNair-Dorland Co., Inc., 136 Liberty St., N. Y. C.; Ira P. MacNair, 136 Liberty St., N. Y. C.; Grant A. Dorland, 136 Liberty St., N. Y. C.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stocks, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ——. (This information is required from daily publications only.)

GRANT A. DORLAND,
Signature of Business Manager.

Sworn to and subscribed before me this 17th day of March, 1932.

Al J. Ruggiero, Notary Public, Kings Co., No. 564, Reg. No. 3198; Cert. filed in N. Y. Co., No. 391, Reg. No. 3R269; Commission expires March 30th, 1933.

Say you saw it in SOAP!